

For Paperwork Reduction Act Notice, see the separate instructions. Cat No 11282Y Form **990** (2017)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission

The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

| | | | | |
|-----------|---------------------|--------------------------|-------------------------------------|-----------------------------|
| 4a | (Code) | (Expenses \$ 615,798,856 | including grants of \$ 67,001,890) | (Revenue \$ 1,063,509,800) |
| | See Additional Data | | | |

| | | | | |
|-----------|---------------------|----------------|----------------------------|-----------------|
| 4b | (Code) | (Expenses \$ 0 | including grants of \$ 0) | (Revenue \$ 0) |
| | See Additional Data | | | |










| | | | | |
|-----------|---------------------|----------------|----------------------------|-----------------|
| 4c | (Code) | (Expenses \$ 0 | including grants of \$ 0) | (Revenue \$ 0) |
| | See Additional Data | | | |

See Additional Data Table

| | | | | |
|-----------|--|----------------|----------------------------|-----------------|
| 4d | Other program services (Describe in Schedule O) | (Expenses \$ 0 | including grants of \$ 0) | (Revenue \$ 0) |
|-----------|--|----------------|----------------------------|-----------------|

| | | |
|-----------|----------------------------------|-------------|
| 4e | Total program service expenses ► | 615,798,856 |
|-----------|----------------------------------|-------------|

Part IV Checklist of Required Schedules

| | Yes | No |
|--|----------------|----|
| 1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A  | 1 Yes | |
| 2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?  | 2 Yes | |
| 3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I | 3 | No |
| 4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II  | 4 Yes | |
| 5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III | 5 | No |
| 6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I  | 6 Yes | |
| 7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II  | 7 Yes | |
| 8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III | 8 | No |
| 9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV | 9 | No |
| 10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V  | 10 Yes | |
| 11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable | | |
| a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI  | 11a Yes | |
| b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII  | 11b Yes | |
| c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | No |
| d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | No |
| e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X  | 11e Yes | |
| f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X  | 11f Yes | |
| 12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII  | 12a | No |
| b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional  | 12b Yes | |
| 13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | No |
| 14a Did the organization maintain an office, employees, or agents outside of the United States? | 14a Yes | |
| b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV  | 14b Yes | |
| 15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV  | 15 Yes | |
| 16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV | 16 | No |
| 17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)  | 17 Yes | |
| 18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II  | 18 Yes | |
| 19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III | 19 | No |

Part IV Checklist of Required Schedules (continued)

| | Yes | No |
|--|-----|----|
| 20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i> | | No |
| b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | | |
| 21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> | Yes | |
| 22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> | | No |
| 23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i> | Yes | |
| 24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> | Yes | |
| b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | | No |
| c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | | No |
| d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | | No |
| 25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> | | No |
| b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i> | | No |
| 26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i> | Yes | |
| 27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> | | No |
| 28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions) | | |
| a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> | | No |
| b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> | | No |
| c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> | Yes | |
| 29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> | Yes | |
| 30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> | Yes | |
| 31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> | | No |
| 32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> | | No |
| 33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> | Yes | |
| 34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> | Yes | |
| 35a Did the organization have a controlled entity within the meaning of section 512(b)(13)? | Yes | |
| b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> | | No |
| 36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> | | No |
| 37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i> | | No |
| 38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O | Yes | |

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V ☐

| | | Yes | No |
|------------|--|------------|-------|
| 1a | Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable | 1a | 1,946 |
| b | Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable | 1b | 0 |
| c | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? | 1c | Yes |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return | 2a | 4,099 |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | 2b | Yes |
| 3a | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | Yes |
| b | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O | 3b | Yes |
| 4a | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? | 4a | Yes |
| b | AS, BF, BL, BP, CH, CI, CO, CS, DR, EC, GJ, GM, GT, HK, HO, ID, JM, KE, MG, MX, NU, NZ, PE, PM, PP, PS, TZ, UK, VE, ZA If "Yes," enter the name of the foreign country | | |
| 5a | See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR) Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5a | No |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | No |
| c | If "Yes," to line 5a or 5b, did the organization file Form 8886-T? | 5c | |
| 6a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? | 6a | Yes |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? | 6b | Yes |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | |
| a | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? | 7a | Yes |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | 7b | Yes |
| c | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? | 7c | Yes |
| d | If "Yes," indicate the number of Forms 8282 filed during the year | 7d | 74 |
| e | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | No |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7f | No |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | No |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | Yes |
| 8 | Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? | 8 | No |
| 9a | Did the sponsoring organization make any taxable distributions under section 4966? | 9a | No |
| b | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | 9b | No |
| 10 | Section 501(c)(7) organizations. Enter | | |
| a | Initiation fees and capital contributions included on Part VIII, line 12 | 10a | |
| b | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities | 10b | |
| 11 | Section 501(c)(12) organizations. Enter | | |
| a | Gross income from members or shareholders | 11a | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them) | 11b | |
| 12a | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | |
| b | If "Yes," enter the amount of tax-exempt interest received or accrued during the year | 12b | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | | |
| a | Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O | 13a | |
| b | Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans | 13b | |
| c | Enter the amount of reserves on hand | 13c | |
| 14a | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | No |
| b | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | 14b | |

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.Check if Schedule O contains a response or note to any line in this Part VI. ☒**Section A. Governing Body and Management**

| | | Yes | No |
|--|--------------|-----|----|
| 1a Enter the number of voting members of the governing body at the end of the tax year | 1a 22 | | |
| If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. | | | |
| b Enter the number of voting members included in line 1a, above, who are independent | 1b 21 | | |
| 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? | 2 | | No |
| 3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? | 3 | | No |
| 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? | 4 | | No |
| 5 Did the organization become aware during the year of a significant diversion of the organization's assets? | 5 | | No |
| 6 Did the organization have members or stockholders? | 6 | | No |
| 7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? | 7a | | No |
| b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? | 7b | | No |
| 8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: | | | |
| a The governing body? | 8a | Yes | |
| b Each committee with authority to act on behalf of the governing body? | 8b | Yes | |
| 9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O. | 9 | | No |

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

| | Yes | No |
|---|----------------|----|
| 10a Did the organization have local chapters, branches, or affiliates? | 10a Yes | |
| b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? | 10b Yes | |
| 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? | 11a Yes | |
| b Describe in Schedule O the process, if any, used by the organization to review this Form 990. | | |
| 12a Did the organization have a written conflict of interest policy? If "No," go to line 13. | 12a Yes | |
| b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b Yes | |
| c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done. | 12c Yes | |
| 13 Did the organization have a written whistleblower policy? | 13 Yes | |
| 14 Did the organization have a written document retention and destruction policy? | 14 Yes | |
| 15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | | |
| a The organization's CEO, Executive Director, or top management official. | 15a Yes | |
| b Other officers or key employees of the organization. | 15b Yes | |
| If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). | | |
| 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? | 16a Yes | |
| b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? | 16b Yes | |

Section C. Disclosure

| | |
|--|--|
| 17 List the States with which a copy of this Form 990 is required to be filed▶ | AK, AL, AR, AS, AZ, CA, CO, CT, DC, DE, FL, FM, GA, GU, HI, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MH, MI, MN, MO, MP, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, PR, PW, RI, SC, SD, TN, TX, UT, VA, VI, VT, WA, WI, WV, WY |
| 18 Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. <input checked="" type="checkbox"/> Own website <input checked="" type="checkbox"/> Another's website <input checked="" type="checkbox"/> Upon request <input type="checkbox"/> Other (explain in Schedule O) | |
| 19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. | |
| 20 State the name, address, and telephone number of the person who possesses the organization's books and records. ▶The Nature Conservancy 4245 N Fairfax Drive Arlington, VA 222031606 (703) 841-5300 | |

Check if Schedule O contains a response or note to any line in this Part VII ☐

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

Form **990** (2017)

[illegible]

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ► 558

| | | Yes | No |
|----------|---|--------------|----|
| 3 | Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i> | 3 Yes | |
| 4 | For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i> | 4 Yes | |
| 5 | Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i> | 5 | No |

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

| (A) Name and business address | (B) Description of services | (C) Compensation |
|---|----------------------------------|---------------------|
| PMX Agency LLC 5 Hanover Square New York, NY 10004 | Professional Fundraising Counsel | 4,616,811 |
| Precision Dialogue Direct Inc 5501 West Grand Avenue Chicago, IL 60639 | Communications and Marketing | 2,736,403 |
| Dialogue Direct Inc 589 8th Avenue 21st Floor New York, NY 10018 | Professional Fundraiser | 3,334,754 |
| WAYS Fundraising 600 B Street Suite 300 San Diego, CA 92101 | Professional Fundraiser | 1,868,718 |
| Cornerstone Partners 1900 Arlington Boulevard Charlottesville, VA 22903 | Investment Management Services | 2,616,299 |

Form **990** (2017)

Part VIII Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

| | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512-514 |
|--|--|---------------------------|----------------------|--|---|--|
| Contributions, Gifts, Grants and Other Similar Amounts | 1a Federated campaigns . . . | 1a | 2,144,688 | | | |
| | b Membership dues . . . | 1b | 0 | | | |
| | c Fundraising events . . . | 1c | 40,538 | | | |
| | d Related organizations | 1d | 0 | | | |
| | e Government grants (contributions) | 1e | 109,198,756 | | | |
| | f All other contributions, gifts, grants, and similar amounts not included above | 1f | 829,799,213 | | | |
| | g Noncash contributions included in lines 1a-1f \$ | | 121,631,278 | | | |
| | h Total. Add lines 1a-1f ▶ | | 941,183,195 | | | |
| Program Service Revenue | | Business Code | | | | |
| | 2a Activity Fees | 900099 | 34,647,352 | 34,647,352 | 0 | 0 |
| | b Contract Fees | 541990 | 14,816,897 | 14,816,897 | 0 | 0 |
| | c Land Sales to Government and Others | 531390 | 57,482,478 | 57,482,478 | 0 | 0 |
| | d Fees and Contracts from Govt Agencies | 541700 | 8,695,530 | 8,695,530 | 0 | 0 |
| | e | | | | | |
| | f All other program service revenue | | 0 | 0 | 0 | 0 |
| | g Total. Add lines 2a-2f ▶ | | 115,642,257 | | | |
| Other Revenue | 3 Investment income (including dividends, interest, and other similar amounts) ▶ | | 24,652,518 | 0 | 0 | 24,652,518 |
| | 4 Income from investment of tax-exempt bond proceeds ▶ | | 0 | 0 | 0 | 0 |
| | 5 Royalties ▶ | | 3,027 | 0 | 0 | 3,027 |
| | 6a Gross rents | (i) Real (ii) Personal | | | | |
| | | 1,153,752 0 | | | | |
| | b Less rental expenses | 558,044 0 | | | | |
| | c Rental income or (loss) | 595,708 0 | | | | |
| | d Net rental income or (loss) ▶ | | 595,708 | 0 | 575,101 | 20,607 |
| | 7a Gross amount from sales of assets other than inventory | (i) Securities (ii) Other | | | | |
| | | 934,334,244 17,699,384 | | | | |
| | b Less cost or other basis and sales expenses | 842,990,626 16,514,634 | | | | |
| | c Gain or (loss) | 91,343,618 1,184,750 | | | | |
| | d Net gain or (loss) ▶ | | 92,528,368 | 0 | 16,312 | 92,512,056 |
| | 8a Gross income from fundraising events (not including \$ 40,538 of contributions reported on line 1c) See Part IV, line 18 a | | | | | |
| | | 495,341 | | | | |
| | b Less direct expenses b | | | | | |
| | | 1,639,666 | | | | |
| | c Net income or (loss) from fundraising events ▶ | | -1,144,325 | | 0 | -1,144,325 |
| | 9a Gross income from gaming activities See Part IV, line 19 a | | | | | |
| | | | | | | |
| b Less direct expenses b | | | | | | |
| | | | | | | |
| c Net income or (loss) from gaming activities ▶ | | | | | | |
| 10a Gross sales of inventory, less returns and allowances a | | | | | | |
| | 6,903,972 | | | | | |
| b Less cost of goods sold b | | | | | | |
| | 219,624 | | | | | |
| c Net income or (loss) from sales of inventory ▶ | | 6,684,348 | 6,684,348 | 0 | 0 | |
| Miscellaneous Revenue | Business Code | | | | | |
| 11a Membership List Rental | 511140 | 245,305 | 0 | 0 | 245,305 | |
| b Cause Related Marketing Revenue | 900099 | 2,334,695 | 0 | -58,964 | 2,393,659 | |
| c Magazine Advertising | 541800 | 195,676 | 0 | 195,676 | 0 | |
| d All other revenue | | 1,709,926 | 0 | 0 | 1,709,926 | |
| e Total. Add lines 11a-11d ▶ | | 4,485,602 | | | | |
| 12 Total revenue. See Instructions ▶ | | 1,184,630,698 | 122,326,605 | 728,125 | 120,392,773 | |

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

| | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraising expenses |
|---|-----------------------|---------------------------------|--|-----------------------------|
| 1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21. | 46,777,659 | 46,777,659 | | |
| 2 Grants and other assistance to domestic individuals. See Part IV, line 22. | 0 | 0 | | |
| 3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16. | 20,224,231 | 20,224,231 | | |
| 4 Benefits paid to or for members. | 0 | 0 | | |
| 5 Compensation of current officers, directors, trustees, and key employees. | 13,973,391 | 9,337,878 | 2,885,167 | 1,750,346 |
| 6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B). | 0 | 0 | 0 | 0 |
| 7 Other salaries and wages. | 308,704,059 | 181,759,630 | 71,636,727 | 55,307,702 |
| 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions). | 23,546,325 | 14,019,971 | 5,469,592 | 4,056,762 |
| 9 Other employee benefits. | 30,757,526 | 18,456,165 | 6,901,318 | 5,400,043 |
| 10 Payroll taxes. | 22,369,668 | 13,289,451 | 5,172,602 | 3,907,615 |
| 11 Fees for services (non-employees). | | | | |
| a Management. | 0 | 0 | 0 | 0 |
| b Legal. | 1,871,232 | 1,272,524 | 554,436 | 44,272 |
| c Accounting. | 1,705,692 | 168,454 | 1,479,946 | 57,292 |
| d Lobbying. | 6,515,668 | 6,515,668 | 0 | 0 |
| e Professional fundraising services. See Part IV, line 17. | 16,793,545 | | | 16,793,545 |
| f Investment management fees. | 15,593,387 | 0 | 15,593,387 | 0 |
| g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O). | 91,354,554 | 83,082,788 | 8,271,766 | 0 |
| 12 Advertising and promotion. | 0 | 0 | 0 | 0 |
| 13 Office expenses. | 44,180,477 | 14,433,928 | 2,740,280 | 27,006,269 |
| 14 Information technology. | 6,000,899 | 1,893,803 | 3,674,470 | 432,626 |
| 15 Royalties. | 0 | 0 | 0 | 0 |
| 16 Occupancy. | 13,450,704 | 1,937,123 | 11,361,189 | 152,392 |
| 17 Travel. | 23,103,577 | 16,489,314 | 3,507,492 | 3,106,771 |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials. | 26,028 | 26,028 | 0 | 0 |
| 19 Conferences, conventions, and meetings. | 13,103,712 | 8,827,886 | 2,650,253 | 1,625,573 |
| 20 Interest. | 14,921,459 | 14,237,758 | 683,701 | 0 |
| 21 Payments to affiliates. | 0 | 0 | 0 | 0 |
| 22 Depreciation, depletion, and amortization. | 14,674,455 | 6,247,661 | 8,425,758 | 1,036 |
| 23 Insurance. | 5,618,064 | 2,774,061 | 2,801,722 | 42,281 |
| 24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) | | | | |
| a Book Value of Conservation Land Sold. | 98,740,291 | 98,740,291 | 0 | 0 |
| b Repairs, Maintenance and Construction. | 15,906,202 | 11,352,464 | 4,245,381 | 308,357 |
| c Real Estate Taxes. | 6,471,804 | 5,475,497 | 981,826 | 14,481 |
| d Equipment. | 4,935,222 | 4,539,484 | 365,063 | 30,675 |
| e All other expenses. | 46,234,041 | 33,919,139 | 9,557,929 | 2,756,973 |
| 25 Total functional expenses. Add lines 1 through 24e. | 907,553,872 | 615,798,856 | 168,960,005 | 122,795,011 |
| 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) | | | | |

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part IX ☐

| | | | | (A) Beginning of year | | (B) End of year |
|------------------------------------|--|---|--------------------------|--------------------------|---------------|--------------------|
| Assets | 1 | Cash—non-interest-bearing | | 64,565,923 | 1 | 45,822,124 |
| | 2 | Savings and temporary cash investments | | 35,166,312 | 2 | 67,566,640 |
| | 3 | Pledges and grants receivable, net | | 337,929,356 | 3 | 308,152,190 |
| | 4 | Accounts receivable, net | | 49,360 | 4 | 92,843 |
| | 5 | Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L | | 0 | 5 | 0 |
| | 6 | Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L | | 0 | 6 | 0 |
| | 7 | Notes and loans receivable, net | | 21,867,031 | 7 | 18,824,517 |
| | 8 | Inventories for sale or use | | 0 | 8 | 0 |
| | 9 | Prepaid expenses and deferred charges | | 7,501,835 | 9 | 7,097,249 |
| | 10a | Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D. | 10a 4,517,566,906 | | | |
| | b | Less: accumulated depreciation | 10b 119,054,150 | 4,129,826,631 | 10c | 4,398,512,756 |
| | 11 | Investments—publicly traded securities | | 1,512,981,849 | 11 | 1,659,521,012 |
| | 12 | Investments—other securities. See Part IV, line 11 | | 781,471,799 | 12 | 791,471,799 |
| | 13 | Investments—program-related. See Part IV, line 11 | | 27,878,255 | 13 | 27,878,255 |
| | 14 | Intangible assets | | 901,052 | 14 | 761,699 |
| | 15 | Other assets. See Part IV, line 11 | | 71,607,646 | 15 | 84,163,616 |
| 16 | Total assets. Add lines 1 through 15 (must equal line 34) | | 6,991,747,049 | 16 | 7,409,864,700 | |
| Liabilities | 17 | Accounts payable and accrued expenses | | 17,182,088 | 17 | 12,918,040 |
| | 18 | Grants payable | | 0 | 18 | 0 |
| | 19 | Deferred revenue | | 42,602,378 | 19 | 40,477,682 |
| | 20 | Tax-exempt bond liabilities | | 132,586,000 | 20 | 127,128,000 |
| | 21 | Escrow or custodial account liability. Complete Part IV of Schedule D | | 0 | 21 | 0 |
| | 22 | Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L | | 0 | 22 | 10,000,000 |
| | 23 | Secured mortgages and notes payable to unrelated third parties | | 0 | 23 | 0 |
| | 24 | Unsecured notes and loans payable to unrelated third parties | | 170,726,307 | 24 | 208,222,131 |
| | 25 | Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D | | 406,890,012 | 25 | 412,645,702 |
| | 26 | Total liabilities. Add lines 17 through 25 | | 769,986,785 | 26 | 811,391,555 |
| Net Assets or Fund Balances | Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34. | | | | | |
| | 27 | Unrestricted net assets | | 5,018,024,493 | 27 | 5,368,848,048 |
| | 28 | Temporarily restricted net assets | | 831,917,991 | 28 | 833,406,258 |
| | 29 | Permanently restricted net assets | | 371,817,780 | 29 | 396,218,839 |
| | Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34. | | | | | |
| | 30 | Capital stock or trust principal, or current funds | | | 30 | |
| | 31 | Paid-in or capital surplus, or land, building or equipment fund | | | 31 | |
| | 32 | Retained earnings, endowment, accumulated income, or other funds | | | 32 | |
| 33 | Total net assets or fund balances | | 6,221,760,264 | 33 | 6,598,473,145 | |
| 34 | Total liabilities and net assets/fund balances | | 6,991,747,049 | 34 | 7,409,864,700 | |

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI ☒

| | | | |
|-----------|---|-----------|---------------|
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | 1 | 1,184,630,698 |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | 907,553,872 |
| 3 | Revenue less expenses Subtract line 2 from line 1 | 3 | 277,076,826 |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | 6,221,760,264 |
| 5 | Net unrealized gains (losses) on investments | 5 | 91,578,849 |
| 6 | Donated services and use of facilities | 6 | 17,449,159 |
| 7 | Investment expenses | 7 | -15,593,387 |
| 8 | Prior period adjustments | 8 | 0 |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | 6,201,434 |
| 10 | Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B)) | 10 | 6,598,473,145 |

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII ☐

| | Yes | No |
|--|-----|----|
| 1 Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O | | |
| 2a Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis | | No |
| b Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis | Yes | |
| c If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O | Yes | |
| 3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? | Yes | |
| b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits | Yes | |

Additional Data

Software ID: 17005980
Software Version: v1.00
EIN: 53-0242652
Name: NATURE CONSERVANCY

Form 990 (2017)

Form 990, Part III, Line 4a:

General update on program service accomplishments from Nature Conservancy President and CEO Mark Tercek Advancing Our Mission Bigger, Faster, Smarter Ten years ago, I arrived at The Nature Conservancy from Wall Street, ready for a new challenge to make the world a better place It might seem glib, but that's exactly what I found Every day I come to work, I roll up my sleeves, and I get to dig in with my colleagues on our four priorities protect land and water, tackle climate change, provide food and water sustainably, and build healthy cities Together, these four areas make up TNC's Shared Conservation Agenda-our north star for conservation efforts My job allows me to witness in action the significant progress we are making toward these very ambitious and important goals What's more, I get to work alongside the most dedicated and inspiring people I've ever met I can't help but feel optimistic On the other hand, I want to be a realist I don't want to be naive All around the world, environmental organizations like TNC face some very serious political headwinds, and the nature of our work is only becoming more difficult and more complex To tackle these enormous, challenging goals we have to work bigger, faster and smarter The Conservancy has done the science We've run the numbers We know that a sustainable world is possible if society makes big changes now And at TNC, we have the responsibility to help lead the way By applying what we've learned from 68 years of conservation experience, collaborating with experts across sectors and taking our work to a global scale, we really can make a difference On the land and water protection front, that means focusing on truly big, transformative projects-like our record-setting acquisition of a crucial, unprotected stretch of California's coast, which includes rare woodlands and marine habitats It also means acknowledging that a lasting protection strategy doesn't end with close of sale To that end, we've formed landmark partnerships with indigenous communities to strengthen their role in protecting their land and water on a continental scale We also support our land trust allies to take on local efforts To tackle climate change, we cannot wait for U S federal leadership to have a change of heart-we have to work faster Time is not on our side The Conservancy is forming partnerships with those who are ready to act at the city and state level and leveraging that action to have a global impact And we are demonstrating how natural climate solutions work on the ground from Indonesia and Tanzania to here in the Americas This work is a powerful example of local action with global reach Feeding a growing world population without sacrificing nature requires us to work smarter and accelerate the development, testing and expansion of technology We're working with partners to develop tools that enable farmers and ranchers to use water more efficiently, prevent nutrient runoff and produce more on less land This technology revolution is also empowering fishers around the world to track their catch from ocean to table with a goal to make the world's fisheries more sustainable And as people move to urban areas at an unprecedented rate, we are employing nature itself to improve quality of life and reduce pollution in cities around the world Stormwater runoff, for instance, is the fastest-growing source of pollution in our rivers and estuaries We are developing policy and finance solutions to rapidly scale up green infrastructure in places as diverse as China and the U S Furthermore, city dwellers will become greater advocates for nature when they see its positive benefits immediately around them And they will be healthier too-thanks to the ecosystem services nature provides, such as protection from sea level rise and extreme weather, filtered air to breathe, and clean water to drink We all have important roles to play to create a sustainable future for generations to come At TNC, we're walking the talk by bringing our diverse and dispersed teams together to tackle our ambitious goals and achieve our shared conservation agenda It's one of the many reasons I am so proud to lead this organization But the reality is, we need more people and resources on our side We need more supporters like Jack and Laura Dangermond, whose \$165 million donation to protect the former Bixby Ranch was the largest single philanthropic gift we've ever received We also need more members and volunteers who contribute what they can to causes they care about-and lend their time and expertise to advocate for nature And importantly, we need more diverse voices around the world to let leaders know that a healthy natural world is not a luxury-it's a necessity On behalf of TNC, thank you for your support Together we can all work bigger, faster and smarter to create a world in which people and nature thrive

Form 990, Part III, Line 4b:

Reimagining Conservation on a Global Scale The Nature Conservancy remains rooted in the basic mission and values that have driven us since that first conservation action at Mianus River Gorge outside New York City But as our knowledge of nature and how to safeguard it has evolved, and as the world has changed in those 60-plus years, we have stepped up to be as ambitious as our mission requires Protecting the lands and waters on which all life depends demands that we now work bigger, at the scale that nature compels, faster, to outpace the world's destructive forces, and smarter, tapping the innovation and technologies that promise solutions in a rapidly changing world California's Last Perfect Place In Pursuit of Wide-Open Spaces There's no place like it on Earth Eight miles of pristine Southern California coastline Nearly 25,000 acres of grassland, oak and cypress forests, chaparral and coastal scrub Home to 14 endangered species It's been referred to as "the last perfect place in California " The Nature Conservancy purchased this land last year thanks to Jack and Laura Dangermond, philanthropists, conservationists and co-founders of Esri, who made a transformative and timely philanthropic gift of \$165 million to the organization This private donation is the single largest philanthropic gift in TNC's history Located where the cold-water currents of the Northern Pacific collide with the warmer waters of the Santa Barbara channel, the property's unique location makes for a very rare opportunity to study the convergence of four unique ecoregions and seven habitats in one place Acquiring and protecting this "crown jewel" coastal property has been a top conservation priority for decades Under TNC's protection, it will never be developed Collaborating with key partners and stakeholders, TNC has embarked on a comprehensive planning process to understand all that is contained on the 25,000 acres, how to bring it into balance and protect the various resources from ecological, cultural and historical perspectives, and to develop a comprehensive plan that will shape the long-term use and management of the new preserve The preserve is also a living piece of California history The land will give scientists a rare look at how wildlife and natural systems adapt unfettered to climate change, sea level rise, wildlife movements and other pressing issues for California and the world The Jack and Laura Dangermond Preserve is indicative of the scale toward which TNC now directs its protection efforts worldwide Conserving lands and waters requires efforts at a scale unimaginable earlier in our history From the vast arid lands of Australia to Canada's Great Bear Rainforest, from the miles of ocean surrounding the Seychelles islands to the free-flowing rivers of the Balkans in Europe, TNC is committed to building innovative partnerships and employing diverse strategies with local communities and stakeholders, governments and many others to protect the health of lands and waters on which all life depends-and at a scale that matters Technology Innovation to Solve Environmental Challenges Our world is seeing a revolution in the ways great companies deliver traditional services and products Former start-ups like Lyft, Airbnb and Spotify have harnessed technology to rapidly create entirely new markets or disrupt existing ones Imagine if we could apply this model to save the planet That's the motto of Techstars, a Colorado-based firm dedicated to developing and capitalizing promising technology startup businesses This year Techstars teamed up with The Nature Conservancy for a first-of-its-kind partnership to identify entrepreneurs with commercially viable technologies to solve the greatest challenges facing nature and people With the world's population projected to grow to 10 billion people by 2050, entrepreneurs in the Techstars Sustainability Accelerator will be challenged to refine technology that can be rapidly scaled to help provide food and water sustainably and tackle climate change Over the next three years, TNC and Techstars will incubate 30 such potential ventures that promise to serve TNC's and partner's highest conservation priorities A rigorous three-month residency includes intensive collaboration and mentoring with leaders in science, business, finance and other disciplines, resulting in a "demo day" to showcase their technologies to potential investors for subsequent funding rounds White boards captured the evolving concepts of these ambitious altruists as they dug-in with those who helped inform their thinking and refine their strategies StormSensor is creating the world's first smart urban watersheds by providing customers with the information they need to identify, track, predict and prevent pollution and flooding in real time FlyWire's patented video technology provides fishers and managers with the tools they need to effectively assess and certify their fisheries are operating sustainably Lotic Labs is an environmental data science platform to drive the water sector to become more sustainable in the face of climate change and weather volatility ThisFish is a global provider of seafood traceability software that improves efficiency for fishers and increases trust and transparency in seafood supply chains Ensuring Water Security Expanding a proven model to four continents In the year 2000, The Nature Conservancy embarked on an experiment in Quito, Ecuador-to create a mechanism for urban water users to pay upstream landowners to use good farming practices and to conserve or restore natural areas that protect water at the source, rather than pay for expensive industrial filtration The benefits were manifold reliable clean water for city dwellers, renewed health of the surrounding landscape and waterways-for people and wildlife-and generation of income for good land stewards The concept has rapidly spread across Latin America and to the United States, Africa, Australia and Asia Around the world, 2.1 billion people lack access to safely managed drinking water Furthermore, major cities, like Sao Paulo, Brazil, and Cape Town, South Africa, have teetered dangerously close to running out of fresh water altogether in recent years Climate change is contributing to drought conditions just as urban expansion has reduced the forests and other ground cover crucial to holding and filtering water In the much-depleted Atlantic Forest, TNC is accelerating a massive reforestation effort inland of Sao Paulo that will help secure the city's freshwater supply as well as fulfill a significant portion of Brazil's carbon reduction commitment Similarly, in Nairobi, Kenya, one of Africa's fastest-growing cities, TNC and local partners launched the Upper Tana-Nairobi Water Fund to reduce erosion from the expansion of farms and tea plantations on the outskirts of the city And in arid Arizona, an innovative water fund has been established for the Salt and Verde rivers, part of the Colorado River Basin Here, tests are being conducted to see if farmers switching to crops with water needs that better mirror the river's seasonal flows can yield crops and businesses that benefit from the transition The Conservancy is working with 60 water funds around the world, in different stages of development and operation But we estimate that roughly 690 cities serving more than 433 million people globally have the potential to fully offset water treatment costs through investment in conservation alone This year, TNC launched a Water Fund Accelerator pilot project to test the feasibility of expanding the rate of new water fund development to 45 per year We also introduced a Water Funds Toolbox to share our knowledge and aid partners and others in launching new projects with or without TNC involvement

Form 990, Part III, Line 4c:

A Forested Path to a Stable Climate Connecting natural climate solutions around the world and across all 50 states Climate change knows no geopolitical boundaries Today, climate change stands as the single greatest threat to our planet Absent federal leadership in the U S currently, The Nature Conservancy has joined forces with governments, private enterprise and others in all 50 states to advance policies and practices that demonstrate nature-based solutions and help ensure we meet obligations codified in the Paris Agreement Some state-based endeavors are far-reaching The Conservancy has been a key partner with the state of California in establishing its landmark carbon market over the past two decades California polluters buy a specified amount of permits to reflect greenhouse gases they are allowed to emit An innovative policy move led by TNC created a new way for companies to meet a portion of their emissions standards by purchasing carbon offsets from sustainably managed forest projects The Conservancy is now helping the California carbon market fund dozens of forest conservation projects across the country One example is a 5,500-acre preserve near Vermont's northern border, part of a larger matrix of unfragmented forestland Burnt Mountain is Vermont's first and largest forest carbon project eligible for the California carbon market Early estimates suggest that the parcel will yield more than 236,772 credits in the first decade (1 credit = 1 metric ton of carbon), an equivalent benefit of removing 38,000 cars from the road The carbon storage project is also anticipated to generate \$2 million in revenue over 10 years Burnt Mountain also happens to be TNC's newest acquisition in the Northeast Kingdom Intact and healthy forests like those protected at Burnt Mountain clean our air, remove pollutants, improve water quality and slow the pace of climate change by storing carbon Creating a carbon project here allows us to bring the benefits of those trees to the market The Conservancy has also partnered with governments to invest in a \$1 billion carbon fund through the Forest Carbon Partnership Facility This fund is designed to demonstrate large-scale carbon finance opportunities and will see more than 185 million carbon credits generated from tropical forest conservation across 19 countries between now and 2025 Science indicates that nature can provide more than a third of the emissions reductions we need between now and 2030 to keep the global temperature rise below 2 degrees Celsius Beyond the U S , TNC is spearheading forest carbon efforts with partners worldwide, from Tanzania (see page x) to Chile and China, where TNC has implemented more than 27,000 acres of forest carbon-offset projects, including planting 24 million tree seedlings, which should sequester 2.6 million metric tons of carbon dioxide within 60 years Our latest expansion of the forest carbon model is blue carbon, recognizing that coastal wetlands-tidal marshes, seagrass meadows and mangrove forests-sequester billions of tons of carbon from our atmosphere at concentrations up to five times greater than terrestrial forests A Capital Development Making cities more livable and hubs for pollution prevention Cities that use nature-based solutions can enhance people's well-being and reduce the pollution generated by cities' millions of inhabitants By midcentury, two of every three people on Earth will live in an urban area This massive human migration from rural to urban is unprecedented in human history The Conservancy's focus on reimagining cities as places where both people and nature thrive has benefits that ripple out to the lands and waters surrounding urban areas By creating healthy communities that foster a deeper human connection to nature, we will improve lives for city dwellers and inspire an ethic of stewardship After decades of population decline, Washington, D C , is now a growing city again, as its skyline of construction cranes can attest The city has a checkered past with the Potomac and Anacostia rivers Rain runs off roofs, rushes across petroleum-polluted roads and parking lots carrying chemicals, garbage and animal waste into surrounding waterways More than 3 billion gallons of stormwater runoff and raw sewage flow into the district's rivers each year, making it the fastest-growing source of water pollution in the Chesapeake Bay Like many cities, Washington has a mandate to address stormwater runoff But the district has a unique advantage innovative regulations on new construction that allow for cash flow generation There are two important components to these regulations First, developers are required to address the stormwater runoff caused by their new construction and renovation projects, but they can take care of half of these abatement requirements by purchasing stormwater retention credits from off-site green infrastructure projects That's where we get demand for the projects Second, properties throughout the district-both new and old construction-can install green infrastructure projects, like rain gardens, that generate credits They can sell these credits back to developers to generate revenue and recoup their costs There's your supply Washington's progressive regulations also facilitate partnerships with diverse organizations that can make big conservation gains In this case, a religious organization, a conservation group, civil engineers, construction contractors, scientists, asset managers and impact investors all came together to address the common goal of reducing stormwater runoff The Conservancy is building similar alliances in cities around the world, like the burgeoning metropolis of Shenzhen, China, to create replicable urban conservation models With nature as our ally, we aim to improve the quality of life for more than 100 million people in cities around the world by 2025 and build a movement for nature-based solutions so that people and nature thrive together

| (Code) | (Expenses \$ 0 including grants of \$ 0) | (Revenue \$ 0) |
|--|---|-----------------|
| <p>Reimagining Our Conservation Future For decades many of those dedicated to the protection of the natural world imagined conservation as an eternal trade-off between people and nature Farmers, ranchers and corporations were the enemy, despite our dependence on the products and services they provided And emphasis was on saving pieces of the places we love and fencing them off from people In truth, we owe a great deal to those efforts, but the reality we face today requires us to reimagine how we can safeguard the nature we love and depend upon from a burgeoning global population, a growing middle class and forces like climate change The Nature Conservancy partnered with the University of Minnesota and 11 other organizations to ask whether it is possible to achieve a future where both people and nature thrive The research paper, "An Attainable Global Vision for Conservation and Human Well-Being," published last year in Frontiers in Ecology and the Environment, presents a scientific test of our vision for a future where abundant, healthy ecosystems and thriving human communities coexist To answer this question, we compared what the world will look like in 2050 if economic and human development progress in a "business as usual" fashion and what it would look like if instead we join forces to implement a "sustainable" path, applying existing solutions to the challenges that lie ahead These scenarios let us ask, can we do better? Can we design a future that meets people's needs without further degrading nature in the process? Our answer is "yes," but it comes with several big "ifs" There is a path to get there, but matters are urgent-if we want to accomplish these goals by midcentury, we'll have to dramatically ramp up our efforts now The next decade is critical Furthermore, changing course in the next 10 years will require global collaboration on a scale not seen perhaps since World War II The widely held impression that economic and environmental goals are mutually exclusive has contributed to a lack of connection among key societal constituencies best equipped to solve interconnected problems-namely, the public health, development, financial and conservation communities This has to change The notion of development versus conservation is simply untrue Over the past several years, TNC has been actively engaged on all fronts to establish and refine a shared conservation agenda that addresses current and future realities and makes manifest a world where people and nature thrive together Internally, we see it as an evolution, not a revolution We continue to rely upon and build from strategies and values that were there from the start Many continue to see us as a large American land trust, and indeed we continue to protect natural lands, only now focusing on efforts of much larger scale And we have extended those protection strategies to rivers, coasts and oceans But truth be told, we were never just a one-trick pony Early on, we worked actively as a partner to governments and sought to influence policy in our areas of expertise We also successfully engaged the corporate sector four decades ago when others considered it anathema to conservation All along, the benefit to human well-being of our work was an unspoken and unheralded byproduct It's impossible to work hand in glove with landowners, including farmers and ranchers, whose livelihoods are inextricably linked to land protection without understanding the connection And as we expanded beyond the U S , first to Latin America and the Caribbean, then to Asia Pacific and Africa, we recognized that in the developing world the union between people and nature is undeniable Today, we've moved that intrinsic relationship between people and nature to the forefront, recognizing scientifically that time is running out to make the changes necessary to ensure that both can thrive How we grow our food and fish our oceans, how we stabilize our climate and how we make our expanding cities more accommodating and dependent on nature's services are as essential to our mission now as buying land was in the 1950s The pages that follow provide a taste of the many actions TNC is taking regionally to tackle the challenges that face nature and people in the 21st century From ensuring clean fresh water in Africa to inspiring sustainable fisheries in the Pacific, from partnering with indigenous communities to secure a third of Australia's landmass to helping Balkan nations safeguard Europe's last free-flowing rivers, from restoring Brazil's Atlantic Forest to successfully lobbying the U S Congress to adequately fund wildfire control-these 2018 achievements are the tip of the iceberg in TNC's coordinated efforts on four continents to help ensure a healthy natural world for people and nature We do this with the support of our members, donors, government and corporate partners We do this with our fellow conservation and humanitarian NGOs, and with world, state and community leaders We do this for wildlife, for farmers, ranchers and fishers, for communities of Kenyan savannas and the densely populated cities of India We do it for our sons and daughters and generations to come We do this for the physical, mental and emotional well-being that nature provides and inspires Final Achievements for All Regions 2018 HIGHLIGHT Of the hundreds of conservation actions that The Nature Conservancy oversaw in fiscal year 2018, the following are achievements from all of our regional programs, selected to show the scope and diversity of strategies we undertake with partners in pursuit of our mission Africa Coffee farmers conserve soil and water-The Upper Tana-Nairobi Water Fund helps secure water in and around Nairobi, which gets 95 percent of its water from the Tana River The Nature Conservancy and water fund partners are working with more than 20,000 farming households-one in four of which is headed by women-throughout the watershed to reduce erosion and water use As part of this effort, more than 8,000 farmers received Rainforest Alliance certification for their coffee crops and therefore earned higher prices per pound To receive this internationally recognized designation, farmers must meet rigorous environmental standards Seeking sustainable wood fuels for East Africa-Wood fuel is one of Africa's most significant environmental and health threats Respiratory infections, mainly from smoke inhalation, are a leading cause of death, and more than half of Africa's forest degradation is a result of fuel demand In response, The Nature Conservancy launched the Sustainable Wood Fuels Program We are partnering with the Kenya Forestry Research Institute to scientifically test efficient charcoal kilns and sustainable sources like native bamboo If we identify viable alternatives that could be adopted by Kenyan families, the next phase will be working with partners across the continent to take this to scale Conservation for carbon credits-The Nature Conservancy is working to secure local resource ownership, increase capacity for land stewardship and improve revenue flow to local communities to ensure that the Tarangire ecosystem is protected for hunter-gatherers, pastoralists, agriculturists and wildlife tourism The southern edge of this largely intact woodland is now the site of a forest-carbon project Our partner, Carbon Tanzania, signed a 30-year contract with Makame Wildlife Management Area (WMA) that guides the distribution of carbon sequestration revenues, which depend on successful habitat protection and sales of the resulting carbon credits The [REVENUES? CREDITS? NEED A NOUN HERE] are projected to start in 2019 and to eventually cover all the WMA's expenses Greater Cape Town water fund launched-Cape Town, South Africa, became the poster child for water security last year when predictions were being made that "Day Zero"-when freshwater supplies would be depleted-was on the near horizon Rainfall and water conservation postponed those predictions, but a new water fund, established with The Nature Conservancy's support, seeks a longer-term solution As a first step, a team of local women was hired to remove thirsty, non-native trees such as acacias that are on a critical aquifer water supply area</p> | | |
| (Code) | (Expenses \$ 0 including grants of \$ 0) | (Revenue \$ 0) |
| <p>Island nation protects 81,000 square miles-A landmark debt-for-conservation swap in 2016 brokered by The Nature Conservancy and partners is now yielding real results on the ground and in the water The Republic of Seychelles has officially designated the first 15 percent of its exclusive economic zone-the marine area that the nation controls-in two new marine protection areas, an area larger than the island of Great Britain Their commitment is to protect 30 percent by 2020 to ensure sustainable use of resources, buffer the islands from the effects of climate change and serve as a model for other island nations around the globe A new Oceans Authority will be established to ensure strong protection of these new areas Securing a vast inland desert oasis-The Nature Conservancy launched a new project in partnership with the National Geographic Okavango Wilderness Project and the Permanent Okavango River Basin Water Commission Our goal is to protect the Okavango Delta's source waters, which are an important resource for nearly 1 million people and feed a unique inland habitat that is home to the world's largest elephant population Though the Okavango basin remains largely intact, looming infrastructure threats call for urgent action The Conservancy is bringing our expertise in watershed planning and conservation finance to the effort Asia Pacific Rural communities empowered through phone app-With funding from the NetHope 2017 Device Challenge, The Nature Conservancy has leveraged the rapidly expanding use of smartphones to better connect remote villages So far, more than 160 villages (totaling more than half a million people) can share strategies for improving forest management and their livelihoods A recent government push for social forestry will further empower villages to protect forests from overlogging, palm oil plantation expansion and other threats Forest protection is a key component of Indonesia's efforts to reduce emissions under the Paris Agreement to combat climate change Inspiring adoption of sustainable fisheries technology-Eight Pacific Island nations cooperatively manage more than half of the global skipjack tuna catch One of the eight-the Federated States of Micronesia-pledged to implement electronic monitoring and human observers on all industrial fishing vessels operating in its waters by 2023 This marks the first time a developing state has made this level of commitment, and they have challenged their island neighbors to adopt the same standards Micronesia's commitment bolsters The Nature Conservancy's work across multiple countries in the region to significantly reduce illegal catch and advance sustainable fishing practices Conserving one-third of nation's landmass-With generous funding from the BHP Billiton Foundation, The Nature Conservancy and partner organizations are collaborating on the 10 Deserts Project Covering one-third of the country of Australia, the project aims to build environmental resilience across the arid lands of Australia's Outback This new, formal collaboration of indigenous land managers and conservation groups has the distinction of being the largest indigenous-led conservation network in the world Examining the benefits of oyster reef restoration-With support from J P Morgan and the China Global Conservation Fund, The Nature Conservancy is applying our shellfish restoration expertise to a new project in Hong Kong Oysters are ecosystem engineers that play a tremendous role in coastal protection, and Hong Kong oysters in particular have incredible water-cleaning capabilities The project in partnership with others supports a long-standing aquaculture industry and cultural heritage-oysters have been an important commodity in the Pearl River Delta for 700 years Project results will help us understand the environmental, social and economic impacts of restored oyster reefs Innovative digital platforms promote conservation in China-The Nature Conservancy and Happy Elements, a leading digital entertainment company in Asia, worked together to raise public awareness about protecting China's Yunnan snub-nosed monkey-one of the world's most endangered primates Through an online game, we reached more than 156 million people within the first week of the awareness campaign The campaign was shared more than 10 million times on WeChat and was also picked up by mainstream media such as the Chinese news outlet Xinhua Mapping a path forward for Mongolia's grasslands-Spanning 80 percent of the country, Mongolia's grasslands generate livelihoods for 200,000 families of nomadic herders The Nature Conservancy's data-driven assessments have identified the most critical areas for conservation and helped inform the designation of 26 million acres of national and local protected areas-an area the size of Kentucky Now we are positioned to continue partnering with herder communities on sustainable land management and ensuring that government agencies protect the places that matter most for people and nature New South Wales wetland target of TNC-led partnership-The Nature Conservancy is leading a consortium of four organizations dedicated to the stewardship of Gayini Nimmie-Caira-the largest remaining area of wetlands in Australia's Murrumbidgee Valley The consortium includes the tribal council of the Nari Nari people, the land's traditional owners The Nari Nari are playing a curatorial role in the management of the property Together, we are demonstrating how agriculture, rural communities, indigenous people and nature can thrive in a landscape of global conservation significance Building a sustainable seafood market in the Coral Triangle-The Nature Conservancy assisted a tribal group of 10,000 artisanal fishers on the island of Manus in Papua New Guinea to implement a management plan across their entire seascape and create a model for sustainably harvesting sea cucumbers The new harvest model, which used NatureVest's innovative financing, resulted in the export of 1.5 tons of this highly sought-after but threatened delicacy to Hong Kong, representing a 2.5-fold profit increase The community is investing these returns into its sustainable business model Europe Repowering a region's pristine rivers-The Balkans are home to Europe's last remaining free-flowing rivers The region is rich in biodiversity and steeped in cultural heritage, but also on the brink of a hydropower development of potentially thousands of projects We are bringing The Nature Conservancy's expertise in renewable energy and conservation planning to encourage diversification of renewable power generation through better, environmentally sound siting The Conservancy recently welcomed representatives from a number of Balkan countries to Wyoming for a study tour of wild and scenic rivers Attendees heard from multiple experts about the mechanics of the Wild and Scenic Rivers Act and the positive impact it has had on ecosystems, communities and economies India Demonstrating river restoration in Central Highlands-The Narmada River flows through the Central Indian Highlands, a Global Priority Landscape for tiger conservation as it supports more than 30 percent of India's tiger population The river also provides water, food and livelihoods to more than 25 million people The Nature Conservancy has scientifically identified locations along Narmada's riverbanks where reforestation efforts will have the highest benefits for people, biodiversity and the river We are using this science to implement a reforestation project along a 3-mile stretch of the Narmada Our long-term vision is to catalyze reforestation along the entire length of the river by providing this tried and tested reforestation model to state policymakers, businesses, nongovernmental organizations and local communities Piloting urban wetlands restoration in Chennai-India is experiencing increasing urban migration, and cities are witnessing rapid, unplanned development at the cost of the environment and natural resources Chennai-one of the largest cities in South India-has lost or degraded more than 85 percent of its wetlands in the last three decades We are working with partners to implement science-based lake restoration, starting with a pilot project at Chennai's Sembakkam Lake We aim to create guidelines to inform the efforts of various stakeholders, particularly city government, which has prioritized the restoration of 200 lakes across Chennai</p> | | |

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

| (Code | (Expenses \$ | 0 | including grants of \$ | 0) | (Revenue \$ | 0) |
|---|--------------|---|------------------------|-----|-------------|-----|
| <p>Latin America Protecting one of the world's last intact forests-The government of Peru established Yaguas National Park in the Peruvian Amazon. Roughly the size of the New York metropolitan area, the new park will prevent the loss of about 1.5 million tons of carbon over the next two decades. The Nature Conservancy supported this initiative through policy advocacy and raising awareness about the area's ecological and cultural importance. As Peru's former Prime Minister Mercedes Araoz put it, the park "will not only conserve a natural sanctuary, which is home to unique species, but also generate opportunities for indigenous families." Demonstrating sustainable ranching in the Andes-An additional 1,100 ranchers joined the sustainable ranching project undertaken by The Nature Conservancy and partners in Colombia. Using a healthy agricultural systems approach that focuses on increasing production while preserving natural assets-the water, soil and rich biodiversity that make productivity possible-farmers are restoring habitat while increasing production, profits and climate resilience. Six years of partnership have resulted in more than 4,000 ranchers adopting this new farming paradigm, a 17 percent increase in milk and/or beef production and a reduction of 1 million tons of greenhouse gas emissions. Biodiversity monitoring on farms has registered 479 species of birds-more than half as many bird species as all of the United States! Reforesting a nation-The Nature Conservancy played a leading role in designing ForestAR 2030, a new platform that unites six ministries to boost Argentina's economy and environmental sustainability through massive reforestation. This pioneering initiative will help mitigate climate change and position Argentina in the global forestry market. The goal is to reach 2 million hectares (more than 4.9 million acres) of forested land by 2030. The platform is underpinned by scientific guidelines-provided by TNC-which show that reforestation is one of the most efficient nature-based, low-cost solutions for mitigating climate change and meeting Paris climate agreement commitments. An economic case for restoring the Atlantic Forest-The Mantiqueira Restoration Project is an initiative that brings together stakeholders from 284 Brazilian municipalities located near Brazil's biggest markets-the states of Sao Paulo, Rio de Janeiro and Minas Gerais-to build a forest restoration network. The Nature Conservancy and our partners collaborated to design and implement a training program for residents on forest restoration and agroforestry systems using Atlantic Forest plants. Our goal is to enable the restoration of 1.2 million hectares (2.9 million acres) while showing that reforestation can create jobs and grow the economy. Implementing electronic traceability for fisheries-With The Nature Conservancy's support, leaders of the 500-member National Fisher's Cooperative in Belize adopted ThisFish, an electronic traceability system and a 2018 Techstars Sustainability Accelerator winner, to improve sustainability and livelihoods. Many of the cooperative's members are from small fishing communities that have relied on lobster and conch fishing for generations. Members will benefit from the new seafood sourcing technology, which allows the cooperative's staff to electronically track production by landings to individual fishers and fishing regions and keep a product inventory. The generated data will be used to make informed decisions and empower fishers to become better stewards of the sea. Securing water for a nation's capital-The water extracted annually from Mexico City aquifers is more than double their recharge, while 2 million residents have occasional access to tap water to meet their basic needs. Agua Capital (Mexico City's water fund) will improve water management and catalyze conservation in targeted watersheds and forests. Mexico City has made its water fund a cornerstone of its Resilient Cities strategy. The water fund's seven members-The Nature Conservancy, Mexichem, Citibanamex, Coca-Cola FEMSA, FEMSA Foundation, Grupo Modelo and HSBC-are providing seed capital for startup costs and an 800-hectare restoration pilot. Breaking the link between soy and deforestation-The Nature Conservancy released Agroideal, an online tool that creates transparency for the Brazilian soybean supply chain. The free tool analyzes up to 18 indicators of social and environmental risk and economic opportunity to help companies drive agriculture responsibly into previously cleared areas without disturbing the remaining natural ecosystems. The tools initially covered Brazil's Cerrado for soy commodity and actually expanded geographic cover to Amazonia and the Argentinean Chaco. The tool reinforces the Cerrado Manifesto, an urgent call to action from Brazilian nongovernmental organizations to ensure soy and beef don't contribute to deforestation, signed by a growing coalition of global companies and investors. FishPath enables fishers to be sustainable-Peru's artisanal fisheries are unregulated, resulting in the risk of overfishing and declining stocks. FishPath, developed by The Nature Conservancy and partners, is an engagement process and decision support tool that helps local fishing communities assess, monitor and manage coastal fisheries. In collaboration with Peru's Ocean Institute, TNC applied FishPath to assess "chita" (Peruvian grunt) stocks and identified the most effective rules for the fishery, including a yearly no-take season for chita during the peak of reproductive activity. FishPath also is being applied to assess five other commercially vital species. Its success has extended to produce stock assessments and management strategies for fisheries at a national scale. North America Engaging Emerald Edge indigenous communities-The Emerald Edge is the largest intact coastal temperate rainforest on Earth, spanning 100 million acres in Southeast Alaska, coastal British Columbia, and Washington state's Olympic Peninsula. It's home to more than 50 indigenous communities, whose culture and livelihood are rooted in these lands and waters and whose stewardship is crucial to its future. To succeed, we're putting the priorities of indigenous and local people first-investing in youth, generating new wealth and long-term economic resources, and creating new peer connections across the region so that people can learn from and inspire each other. Efforts advanced this year include: A community-led initiative supported by The Nature Conservancy, the Supporting Emerging Aboriginal Stewards (SEAS) enables transformative and lasting conservation by engaging indigenous youth and reviving traditional stewardship in Canada. Reaching more than 450 students per year, SEAS connects youth of all ages to their traditional lands and waters, as well as their culture, language and traditional role as stewards. Collaboration with indigenous partners and guardians in Canada to create the Indigenous Guardians Toolkit, a free and open online platform for indigenous communities to learn, share and connect about their on-the-ground stewardship work. Economic development with Spruce Root, a nonprofit lender with a mission to assist Southeast Alaska's people and businesses to reach their full potential through loan capital and support services that promote economic, social, cultural and environmental resiliency. Securing sea turtles on the Gulf Coast-The Kemp's ridley is the smallest and most critically endangered of the five sea turtle species that inhabit the Gulf of Mexico. North and South Padre Island off the coast of Texas provide prime nesting habitat for the species. The Nature Conservancy has conserved more than 25,000 acres in the South Padre Island region since 2000. By early 2019, we'll add more than 6,000 acres to this number in the largest conservation deal on the South Island in nearly 20 years, tapping mitigation funding from the 2010 Deepwater Horizon oil spill. While the northern and southern tips of Padre Island have been developed, the 90 miles of beach on which these tracts sit represent some of the largest remaining privately owned land on the world's longest barrier island.</p> | | | | | | |
| (Code | (Expenses \$ | 0 | including grants of \$ | 0) | (Revenue \$ | 0) |
| <p>Mapping the sea's coral reefs-By combining Nature Conservancy expertise and using the latest technology in satellite and hyperspectral imagery, we are creating the first-ever high-resolution maps of coral reefs and coastal habitat throughout the Caribbean. This will inform coral reef conservation efforts in ways never before possible. Along with Planet, a company specializing in state-of-the-art satellite imaging technologies, and the Planet and Carnegie Airborne Observatory, an aircraft with hyperspectral imaging sensors, we are piloting a new level of coral understanding in the Caribbean-providing never-before-seen detail that can support smarter planning and decision-making at the needed pace for meaningful coral action. In fiscal year 2018, we covered more than 38,000 hectares (94,000 acres) of ocean with the Carnegie Airborne Observatory. A federal fix for wildfire fight-Longer and more catastrophic wildfire seasons have become a new normal around the globe. In the United States, a policy fix was needed in order for the federal government to keep up with the increasing need for wildfire suppression while not taking funds from other critical forest restoration and conservation priorities. The Nature Conservancy led a four-year campaign for a federal funding bill to give Congress the ability to allocate up to an additional \$2.95 billion each year to pay for major fires through 2027. We then rallied our executives, board members and state trustees to advocate for the bill's passage, which was successful. Guiding landowners to conservation options-The Nature Conservancy tracks every parcel of land we would like to see protected in Hawaii. Even if it will never become a TNC preserve, we work to match the landowner with the right agency and the right funding so that it receives the best long-term care. Recently we played a leading role in advocating for the transfer of 10,000 acres of native forest on the Big Island of Hawaii from McCandless Ranch to the Hualalai Forest National Wildlife Refuge. The land had been the number one national acquisition priority of the U.S. Fish and Wildlife Service for the past three years. Ensuring outgoing lottery funding for nature-The Nature Conservancy was a leading partner of a coalition that worked to get the Colorado Lottery reauthorized by the state legislature in 2018. Reauthorization was among our highest priorities because the lottery-and funding for Great Outdoors Colorado (GOCO)-was scheduled to end in 2025. The lottery is the sole funding source for GOCO, and reauthorization makes sure that funding continues through 2049 to invest in land protection, open spaces, and wildlife. Many of TNC's land protection projects and preserves in the state have been funded through GOCO, including Carpenter Ranch, J.E. Canyon Ranch, and Medano Zapata Ranch. Undoing dam damage for the Delaware-A team of partners led by The Nature Conservancy succeeded in removing the Columbia Lake Dam, an 18-foot-high, 330-foot-long barrier that has for more than a century degraded water quality and blocked fish passage in the Paulins Kill, the third largest New Jersey tributary to the Delaware River. The dam's effects were so negative that it was ranked in the top 5 percent of nearly 14,000 dams prioritized for removal in the Northeast. The completed \$7 million dam removal and subsequent river restoration will allow people to enjoy better recreational opportunities and shad to swim freely to their spawning grounds for the first time in 109 years. A partnership for wildlife and carbon-Bridgestone Americas, Inc. donated 5,763 acres to The Nature Conservancy. The property, which will be known as the Bridgestone Nature Reserve at Chestnut Mountain, is located on the Cumberland Plateau, about 80 miles east of Nashville, Tennessee, and provides habitat to more than 100 species of conservation concern, including the golden eagle, the eastern slender glass lizard, the barking treefrog and the green salamander. The new reserve will include low-impact public access with connector trails to other protected lands in the area. The Conservancy will manage a carbon sequestration project on the property that is expected to offset carbon emissions of Bridgestone Tower, the company's corporate headquarters in downtown Nashville.</p> | | | | | | |

| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors | | | | | | | | | | |
|---|--|---|-----------------------|---------|--------------|------------------------------|--------|---|--|---|
| (A) Name and Title | (B) Average hours per week (list any hours for related organizations below dotted line) | (C) Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | | | (D) Reportable compensation from the organization (W- 2/1099-MISC) | (E) Reportable compensation from related organizations (W- 2/1099-MISC) | (F) Estimated amount of other compensation from the organization and related organizations |
| | | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| Gretchen C Daily Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Stephen Polasky Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Mark R Tercek Director, President & CEO | 35 0 | X | | X | | | | 784,935 | 0 | 33,903 |
| Jack Ma Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Thomas J Meredith Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Moses Tsang Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Shona L Brown Secretary | 1 0 | X | | X | | | | 0 | 0 | 0 |
| Craig O McCaw Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Margaret C Whitman Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| James E Rogers Vice Chair | 1 0 | X | | X | | | | 0 | 0 | 0 |

| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors | | | | | | | | | | |
|---|--|---|-----------------------|---------|--------------|------------------------------|--------|---|--|---|
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| | | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| Frances A Ulmer Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Joseph H Gleberman Treasurer | 1 0 | X | | X | | | | 0 | 0 | 0 |
| Ana M Parma Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Claudia Madrazo Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| William Frist Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Vincent Ryan Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Brenda Shapiro Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Jane Lubchenco Director (Part Year) | 1 0 | X | | | | | | 0 | 0 | 0 |
| Ying WU Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Laurence D Fink Director | 1 0 | X | | | | | | 0 | 0 | 0 |

| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors | | | | | | | | | | |
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| | | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| Calestous Juma Director (Part Year) | 1 0 | X | | | | | | 0 | 0 | 0 |
| Rajiv Shah Director | 1 0 | X | | | | | | 0 | 0 | 0 |
| Harry Hagey Director (Part Year) | 1 0 | X | | | | | | 0 | 0 | 0 |
| Thomas J Tierney Chairman | 1 0 | | X | X | | | | 0 | 0 | 0 |
| Stephen C Howell Chief Financial and Administrative Officer (Former) | 0 0 | | | X | | | X | 760,166 | 0 | 25,243 |
| Leonard Williams Chief Finance Officer (Part Year) | 35 0 | | | X | | | | 0 | 0 | 0 |
| William Ginn EVP, Global Conservation Initiatives | 35 0 | | | | X | | | 357,915 | 0 | 30,870 |
| Michael Sweeney State Director | 35 0 | | | | X | | | 304,417 | 0 | 32,265 |
| Brian McPeck Chief Conservation Officer | 35 0 | | | | X | | | 605,823 | 0 | 33,860 |
| Glenn Prickett Chief External Affairs Officer | 0 0 | | | | X | | | 371,958 | 0 | 35,865 |

| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors | | | | | | | | | | |
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| | | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| Mark Burget Executive VP and Regional Director | 35 0 | | | | X | | | 439,232 | 0 | 36,269 |
| Janine Wilkin Chief of Staff and Acting Chief Marketing Officer (Former) | 35 0 | | | | X | | X | 276,989 | 0 | 35,865 |
| Wisla Heneghan Chief Operating Officer and General Counsel | 35 0 | | | | X | | | 378,804 | 0 | 34,788 |
| Joseph J Keenan Managing Director | 35 0 | | | | X | | | 427,188 | 0 | 46,277 |
| Charles Bedford Regional Director | 35 0 | | | | X | | | 525,872 | 0 | 46,277 |
| Peter Wheeler Vice President | 35 0 | | | | X | | X | 308,553 | 0 | 0 |
| Justin Adams Global Managing Director, Lands | 35 0 | | | | X | | | 391,257 | 0 | 0 |
| Jim Asp Chief Development Officer | 35 0 | | | | X | | | 666,889 | 0 | 30,870 |
| Guilio Boccaletti Chief Stragety Officer & Global Managing Director, Water | 35 0 | | | | X | | | 354,797 | 0 | 0 |
| Maria Damanaki Global Managing Director, Oceans | 35 0 | | | | X | | | 364,237 | 0 | 0 |

| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors | | | | | | | | | | |
|---|--|---|-----------------------|---------|--------------|------------------------------|--------|---|--|---|
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| | | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| Aurelio Ramos Regional Managing Director | 35 0 | | | | X | | | 286,763 | 0 | 31,571 |
| Heather Tallis Chief Scientist/Strategy Innovation | 35 0 | | | | X | | | 304,417 | 0 | 31,166 |
| David Banks Regional Managing Director | 35 0 | | | | X | | | 285,443 | 0 | 37,460 |
| Pascal Mittermaier Managing Director | 35 0 | | | | X | | | 288,112 | 0 | 35,864 |
| Michael Tetreault Chief People Officer | 35 0 | | | | X | | | 288,715 | 0 | 26,357 |
| Addison Dana VP and Chief Investment Officer | 35 0 | | | | X | | X | 235,586 | 0 | 33,848 |
| Lynne Scarlett Co-Chief External Affairs Officer | 35 0 | | | | X | | X | 266,383 | 0 | 27,226 |
| Karen Berky Division Director | 35 0 | | | | X | | X | 237,936 | 0 | 18,270 |
| Angela Sosdian Director Development & Gift Planning | 35 0 | | | | X | | X | 252,041 | 0 | 28,209 |
| R Geoffrey Rochester Director Marketing | 35 0 | | | | X | | X | 270,192 | 0 | 26,446 |

| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors | | | | | | | | | | |
|---|--|---|-----------------------|---------|--------------|------------------------------|--------|---|--|---|
| (A) Name and Title | (B) Average hours per week (list any hours for related organizations below dotted line) | (C) Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | | | (D) Reportable compensation from the organization (W- 2/1099-MISC) | (E) Reportable compensation from related organizations (W- 2/1099-MISC) | (F) Estimated amount of other compensation from the organization and related organizations |
| | | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| Robert McKim Division Director | 35 0 | | | | X | | X | 241,336 | 0 | 35,892 |
| Marianne Kleiberg Regional Managing Director | 35 0 | | | | X | | | 370,987 | 0 | 14,321 |
| Hugh Possingham Chief Scientist | 35 0 | | | | X | | | 371,221 | 0 | 4,811 |
| Santiago Gowland Executive Vice President | 35 0 | | | | X | | | 295,974 | 0 | 29,108 |
| William Ulfelder New York Executive Director | 35 0 | | | | | X | | 310,134 | 0 | 33,860 |
| Thomas Neises VP & Associate Chief Development Officer | 0 35 | | | | | X | | 369,447 | 0 | 24,236 |
| Dietmar Grimm Managing Director | 35 0 | | | | | X | | 307,358 | 0 | 23,485 |
| Jan R Mittan Chief Philanthropy Officer, New York | 35 0 | | | | | X | | 327,438 | 0 | 30,870 |
| Seema Paul Managing Director | 35 0 | | | | | X | | 393,961 | 0 | 35,562 |

SCHEDULE A

(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
▶ Attach to Form 990 or Form 990-EZ.
▶ Information about Schedule A (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

Open to Public Inspection

Name of the organization

NATURE CONSERVANCY

Employer identification number

53-0242652

Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is (For lines 1 through 12, check only one box)

- 1

☐

A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2

☐

A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ))
- 3

☐

A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4

☐

A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state _____
- 5

☐

An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II)
- 6

☐

A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7

☒

An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II)
- 8

☐

A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II)
- 9

☐

An agricultural research organization described in **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land grant college of agriculture See instructions Enter the name, city, and state of the college or university _____
- 10

☐

An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III)
- 11

☐

An organization organized and operated exclusively to test for public safety See **section 509(a)(4).**
- 12

☐

An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g
- a

☐

Type I. A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization **You must complete Part IV, Sections A and B.**
- b

☐

Type II. A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s) **You must complete Part IV, Sections A and C.**
- c

☐

Type III functionally integrated. A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions) **You must complete Part IV, Sections A, D, and E.**
- d

☐

Type III non-functionally integrated. A supporting organization operated in connection with its supported organization(s) that is not functionally integrated The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions) **You must complete Part IV, Sections A and D, and Part V.**
- e

☐

Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization
- f

Enter the number of supported organizations _____
- g

Provide the following information about the supported organization(s)

| (i) Name of supported organization | (ii) EIN | (iii) Type of organization (described on lines 1- 10 above (see instructions)) | (iv) Is the organization listed in your governing document? | | (v) Amount of monetary support (see instructions) | (vi) Amount of other support (see instructions) |
|------------------------------------|----------|--|---|----|---|---|
| | | | Yes | No | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| Total | | | | | | |

Part II

Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv), 170(b)(1)(A)(vi), and 170(b)(1)(A)(ix)

(Complete only if you checked the box on line 5, 7, 8, or 9 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

| Section A. Public Support | | | | | | | |
|---------------------------|---|-------------|-------------|-------------|-------------|-------------|---------------|
| | Calendar year (or fiscal year beginning in) ► | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 1 | Gifts, grants, contributions, and membership fees received (Do not include any "unusual grant ") | 708,946,532 | 717,080,310 | 729,132,653 | 773,861,379 | 941,183,195 | 3,870,204,069 |
| 2 | Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 | The value of services or facilities furnished by a governmental unit to the organization without charge | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 | Total. Add lines 1 through 3 | 708,946,532 | 717,080,310 | 729,132,653 | 773,861,379 | 941,183,195 | 3,870,204,069 |
| 5 | The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) | | | | | | 165,282,383 |
| 6 | Public support. Subtract line 5 from line 4 | | | | | | 3,704,921,686 |

| Section B. Total Support | | | | | | | |
|--|--|-------------|-------------|-------------|-------------|-------------|---------------|
| Calendar year (or fiscal year beginning in) ► | | (a)2013 | (b)2014 | (c)2015 | (d)2016 | (e)2017 | (f)Total |
| 7 | Amounts from line 4 | 708,946,532 | 717,080,310 | 729,132,653 | 773,861,379 | 941,183,195 | 3,870,204,069 |
| 8 | Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources | 27,205,181 | 23,883,856 | 22,758,895 | 21,365,665 | 21,365,665 | 116,579,262 |
| 9 | Net income from unrelated business activities, whether or not the business is regularly carried on | 1,532,508 | 1,359,849 | 1,626,546 | 954,226 | 728,125 | 6,201,254 |
| 10 | Other income Do not include gain or loss from the sale of capital assets (Explain in Part VI) | 9,856,000 | 6,652,754 | 6,104,230 | 8,506,870 | 10,025,625 | 41,145,479 |
| 11 | Total support. Add lines 7 through 10 | | | | | | 4,034,130,064 |
| 12 | Gross receipts from related activities, etc (see instructions) | | | | | 12 | |
| 13 | First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ► <input type="checkbox"/> | | | | | | |

| Section C. Computation of Public Support Percentage | | |
|---|---|-------------|
| 14 | Public support percentage for 2017 (line 6, column (f) divided by line 11, column (f)) | 14 91.839 % |
| 15 | Public support percentage for 2016 Schedule A, Part II, line 14 | 15 94.260 % |
| 16a | 33 1/3% support test—2017. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/> | |
| 16b | 33 1/3% support test—2016. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization ▶ <input checked="" type="checkbox"/> | |
| 17a | 10%-facts-and-circumstances test—2017. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/> | |
| 17b | 10%-facts-and-circumstances test—2016. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/> | |
| 18 | Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ▶ <input type="checkbox"/> | |

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

| Calendar year (or fiscal year beginning in) ► | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
|---|----------|----------|----------|----------|----------|-----------|
| 1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.") | | | | | | |
| 2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose | | | | | | |
| 3 Gross receipts from activities that are not an unrelated trade or business under section 513 | | | | | | |
| 4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | | | | | | |
| 5 The value of services or facilities furnished by a governmental unit to the organization without charge | | | | | | |
| 6 Total. Add lines 1 through 5 | | | | | | |
| 7a Amounts included on lines 1, 2, and 3 received from disqualified persons | | | | | | |
| b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year | | | | | | |
| c Add lines 7a and 7b | | | | | | |
| 8 Public support. (Subtract line 7c from line 6.) | | | | | | |

Section B. Total Support

| Calendar year (or fiscal year beginning in) ► | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
|---|----------|----------|----------|----------|----------|-----------|
| 9 Amounts from line 6 | | | | | | |
| 10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources | | | | | | |
| b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 | | | | | | |
| c Add lines 10a and 10b | | | | | | |
| 11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on | | | | | | |
| 12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) | | | | | | |
| 13 Total support. (Add lines 9, 10c, 11, and 12.) | | | | | | |

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ► ☐

Section C. Computation of Public Support Percentage

| | | |
|--|-----------|--|
| 15 Public support percentage for 2017 (line 8, column (f) divided by line 13, column (f)) | 15 | |
| 16 Public support percentage from 2016 Schedule A, Part III, line 15 | 16 | |

Section D. Computation of Investment Income Percentage

| | | |
|--|-----------|--|
| 17 Investment income percentage for 2017 (line 10c, column (f) divided by line 13, column (f)) | 17 | |
| 18 Investment income percentage from 2016 Schedule A, Part III, line 17 | 18 | |

19a 33 1/3% support tests—2017. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ► ☐

b 33 1/3% support tests—2016. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ► ☐

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ► ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

| | Yes | No |
|---|------------|----|
| 1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i> | 1 | |
| 2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i> | 2 | |
| 3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer (b) and (c) below.</i> | 3a | |
| b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i> | 3b | |
| c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i> | 3c | |
| 4a Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes" and if you checked 12a or 12b in Part I, answer (b) and (c) below.</i> | 4a | |
| b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i> | 4b | |
| c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i> | 4c | |
| 5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed, (ii) the reasons for each such action, (iii) the authority under the organization's organizing document authorizing such action, and (iv) how the action was accomplished (such as by amendment to the organizing document).</i> | 5a | |
| b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document? | 5b | |
| c Substitutions only. Was the substitution the result of an event beyond the organization's control? | 5c | |
| 6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i> | 6 | |
| 7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i> | 7 | |
| 8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i> | 8 | |
| 9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i> | 9a | |
| b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i> | 9b | |
| c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i> | 9c | |
| 10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i> | 10a | |
| b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i> | 10b | |

Part IV Supporting Organizations (continued)

| | Yes | No |
|--|------------|----|
| 11 Has the organization accepted a gift or contribution from any of the following persons? | | |
| a A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization? | | |
| b A family member of a person described in (a) above? | | |
| c A 35% controlled entity of a person described in (a) or (b) above? <i>If "Yes" to a, b, or c, provide detail in Part VI</i> | | |
| | 11a | |
| | 11b | |
| | 11c | |

Section B. Type I Supporting Organizations

| | Yes | No |
|---|----------|----|
| 1 Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i> | | |
| | 1 | |
| 2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised or controlled the supporting organization.</i> | | |
| | 2 | |

Section C. Type II Supporting Organizations

| | Yes | No |
|--|----------|----|
| 1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i> | | |
| | 1 | |

Section D. All Type III Supporting Organizations

| | Yes | No |
|---|----------|----|
| 1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided? | | |
| | 1 | |
| 2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization (s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i> | | |
| | 2 | |
| 3 By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i> | | |
| | 3 | |

Section E. Type III Functionally-Integrated Supporting Organizations

| | | |
|---|-----------|--|
| 1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions) | | |
| a <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below. | | |
| b <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below. | | |
| c <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions). | | |
| 2 Activities Test Answer (a) and (b) below. | | |
| a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i> | | |
| | 2a | |
| b Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i> | | |
| | 2b | |
| 3 Parent of Supported Organizations Answer (a) and (b) below. | | |
| a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>Provide details in Part VI.</i> | | |
| | 3a | |
| b Did the organization exercise a substantial degree of direction over the policies, programs and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i> | | |
| | 3b | |

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

- 1** ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI) **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E

| Section A - Adjusted Net Income | | (A) Prior Year | (B) Current Year (optional) |
|---|-----------|----------------|--------------------------------|
| 1 Net short-term capital gain | 1 | | |
| 2 Recoveries of prior-year distributions | 2 | | |
| 3 Other gross income (see instructions) | 3 | | |
| 4 Add lines 1 through 3 | 4 | | |
| 5 Depreciation and depletion | 5 | | |
| 6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions) | 6 | | |
| 7 Other expenses (see instructions) | 7 | | |
| 8 Adjusted Net Income (subtract lines 5, 6 and 7 from line 4) | 8 | | |
| Section B - Minimum Asset Amount | | (A) Prior Year | (B) Current Year (optional) |
| 1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year) | 1 | | |
| a Average monthly value of securities | 1a | | |
| b Average monthly cash balances | 1b | | |
| c Fair market value of other non-exempt-use assets | 1c | | |
| d Total (add lines 1a, 1b, and 1c) | 1d | | |
| e Discount claimed for blockage or other factors (explain in detail in Part VI) | | | |
| 2 Acquisition indebtedness applicable to non-exempt use assets | 2 | | |
| 3 Subtract line 2 from line 1d | 3 | | |
| 4 Cash deemed held for exempt use Enter 1-1/2% of line 3 (for greater amount, see instructions) | 4 | | |
| 5 Net value of non-exempt-use assets (subtract line 4 from line 3) | 5 | | |
| 6 Multiply line 5 by .035 | 6 | | |
| 7 Recoveries of prior-year distributions | 7 | | |
| 8 Minimum Asset Amount (add line 7 to line 6) | 8 | | |
| Section C - Distributable Amount | | | Current Year |
| 1 Adjusted net income for prior year (from Section A, line 8, Column A) | 1 | | |
| 2 Enter 85% of line 1 | 2 | | |
| 3 Minimum asset amount for prior year (from Section B, line 8, Column A) | 3 | | |
| 4 Enter greater of line 2 or line 3 | 4 | | |
| 5 Income tax imposed in prior year | 5 | | |
| 6 Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions) | 6 | | |
| 7 <input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see instructions) | | | |

Part V

Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

| Section D - Distributions | Current Year |
|--|--------------|
| 1 Amounts paid to supported organizations to accomplish exempt purposes | |
| 2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity | |
| 3 Administrative expenses paid to accomplish exempt purposes of supported organizations | |
| 4 Amounts paid to acquire exempt-use assets | |
| 5 Qualified set-aside amounts (prior IRS approval required) | |
| 6 Other distributions (describe in Part VI) See instructions | |
| 7 Total annual distributions. Add lines 1 through 6 | |
| 8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI) See instructions | |
| 9 Distributable amount for 2017 from Section C, line 6 | |
| 10 Line 8 amount divided by Line 9 amount | |

| Section E - Distribution Allocations (see instructions) | (i) Excess Distributions | (ii) Underdistributions Pre-2017 | (iii) Distributable Amount for 2017 |
|---|-----------------------------|--|---|
| 1 Distributable amount for 2017 from Section C, line 6 | | | |
| 2 Underdistributions, if any, for years prior to 2017 (reasonable cause required-- explain in Part VI) See instructions | | | |
| 3 Excess distributions carryover, if any, to 2017 | | | |
| a | | | |
| b From 2013. | | | |
| c From 2014. | | | |
| d From 2015. | | | |
| e From 2016. | | | |
| f Total of lines 3a through e | | | |
| g Applied to underdistributions of prior years | | | |
| h Applied to 2017 distributable amount | | | |
| i Carryover from 2012 not applied (see instructions) | | | |
| j Remainder Subtract lines 3g, 3h, and 3i from 3f | | | |
| 4 Distributions for 2017 from Section D, line 7 \$ | | | |
| a Applied to underdistributions of prior years | | | |
| b Applied to 2017 distributable amount | | | |
| c Remainder Subtract lines 4a and 4b from 4 | | | |
| 5 Remaining underdistributions for years prior to 2017, if any Subtract lines 3g and 4a from line 2 If the amount is greater than zero, explain in Part VI See instructions | | | |
| 6 Remaining underdistributions for 2017 Subtract lines 3h and 4b from line 1 If the amount is greater than zero, explain in Part VI See instructions | | | |
| 7 Excess distributions carryover to 2018. Add lines 3j and 4c | | | |
| 8 Breakdown of line 7 | | | |
| a Excess from 2013. | | | |
| b Excess from 2014. | | | |
| c Excess from 2015. | | | |
| d Excess from 2016. | | | |
| e Excess from 2017. | | | |

Part VI Supplemental Information. Provide the explanations required by Part II, line 10, Part II, line 17a or 17b, Part III, line 12, Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c, Part IV, Section B, lines 1 and 2, Part IV, Section C, line 1, Part IV, Section D, lines 2 and 3, Part IV, Section E, lines 1c, 2a, 2b, 3a and 3b, Part V, line 1, Part V, Section B, line 1e, Part V Section D, lines 5, 6, and 8, and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions)

| |
|-------------------------------------|
| Facts And Circumstances Test |
| |

990 Schedule A, Supplemental Information

| Return Reference | Explanation |
|------------------------------|---|
| Schedule A, Part II, Line 10 | Net income from sales of inventory, member list rental, cause related marketing revenue and miscellaneous |

If the organization answered "Yes" on Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered "Yes" on Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered "Yes" on Form 990, Part IV, Line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

| | |
|--|---|
| Name of the organization NATURE CONSERVANCY | Employer identification number 53-0242652 |
|--|---|

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

| | | |
|----------|---|------|
| 1 | Provide a description of the organization's direct and indirect political campaign activities in Part IV (see instructions for definition of "political campaign activities") | |
| 2 | Political campaign activity expenditures (see instructions) | ▶ \$ |
| 3 | Volunteer hours for political campaign activities (see instructions) | |

Part I-B Complete if the organization is exempt under section 501(c)(3).

| | | |
|-----------|---|--|
| 1 | Enter the amount of any excise tax incurred by the organization under section 4955 | ▶ \$ |
| 2 | Enter the amount of any excise tax incurred by organization managers under section 4955 | ▶ \$ |
| 3 | If the organization incurred a section 4955 tax, did it file Form 4720 for this year? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 4a | Was a correction made? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| b | If "Yes," describe in Part IV | |

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

| | | |
|----------|---|--|
| 1 | Enter the amount directly expended by the filing organization for section 527 exempt function activities | ▶ \$ |
| 2 | Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities | ▶ \$ |
| 3 | Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b | ▶ \$ |
| 4 | Did the filing organization file Form 1120-POL for this year? | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| 5 | Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV | |

| (a) Name | (b) Address | (c) EIN | (d) Amount paid from filing organization's funds If none, enter -0- | (e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0- |
|----------|-------------|---------|---|--|
| 1 | | | | |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |
| 5 | | | | |
| 6 | | | | |

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)

B Check ☐ if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures
(The term "expenditures" means amounts paid or incurred.)**(a)** Filing
organization's
totals**(b)** Affiliated
group totals

1a Total lobbying expenditures to influence public opinion (grass roots lobbying)

b Total lobbying expenditures to influence a legislative body (direct lobbying)

c Total lobbying expenditures (add lines 1a and 1b)

d Other exempt purpose expenditures

e Total exempt purpose expenditures (add lines 1c and 1d)

f Lobbying nontaxable amount Enter the amount from the following table in both columns

| If the amount on line 1e, column (a) or (b) is: | The lobbying nontaxable amount is: |
|---|---|
| Not over \$500,000 | 20% of the amount on line 1e |
| Over \$500,000 but not over \$1,000,000 | \$100,000 plus 15% of the excess over \$500,000 |
| Over \$1,000,000 but not over \$1,500,000 | \$175,000 plus 10% of the excess over \$1,000,000 |
| Over \$1,500,000 but not over \$17,000,000 | \$225,000 plus 5% of the excess over \$1,500,000 |
| Over \$17,000,000 | \$1,000,000 |

g Grassroots nontaxable amount (enter 25% of line 1f)

h Subtract line 1g from line 1a If zero or less, enter -0-

i Subtract line 1f from line 1c If zero or less, enter -0-

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?

☐ **Yes** ☐ **No****4-Year Averaging Period Under section 501(h)**

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

| Calendar year (or fiscal year beginning in) | (a) 2014 | (b) 2015 | (c) 2016 | (d) 2017 | (e) Total |
|---|----------|----------|----------|----------|-----------|
| 2a Lobbying nontaxable amount | | | | | |
| b Lobbying ceiling amount (150% of line 2a, column(e)) | | | | | |
| c Total lobbying expenditures | | | | | |
| d Grassroots nontaxable amount | | | | | |
| e Grassroots ceiling amount (150% of line 2d, column (e)) | | | | | |
| f Grassroots lobbying expenditures | | | | | |

Part II-B

Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

| For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity | | (a) | | (b) |
|--|--|-----|----|-----------|
| | | Yes | No | Amount |
| 1 | During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of | | | |
| a | Volunteers? | Yes | | |
| b | Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? | Yes | | |
| c | Media advertisements? | Yes | | 44,514 |
| d | Mailings to members, legislators, or the public? | Yes | | 35,282 |
| e | Publications, or published or broadcast statements? | Yes | | 163,911 |
| f | Grants to other organizations for lobbying purposes? | Yes | | 41,486 |
| g | Direct contact with legislators, their staffs, government officials, or a legislative body? | Yes | | 6,182,864 |
| h | Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? | Yes | | 47,611 |
| i | Other activities? | Yes | | 0 |
| j | Total. Add lines 1c through 1i | | | 6,515,668 |
| 2a | Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? | | No | |
| b | If "Yes," enter the amount of any tax incurred under section 4912 | | | |
| c | If "Yes," enter the amount of any tax incurred by organization managers under section 4912 | | | |
| d | If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? | | | |

Part III-A

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

| | Yes | No |
|---|-----|----|
| 1 | | |
| 2 | | |
| 3 | | |

Part III-B

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

| | | | |
|---|--|----|--|
| 1 | Dues, assessments and similar amounts from members | 1 | |
| 2 | Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid). | | |
| a | Current year | 2a | |
| b | Carryover from last year | 2b | |
| c | Total | 2c | |
| 3 | Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues | 3 | |
| 4 | If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? | 4 | |
| 5 | Taxable amount of lobbying and political expenditures (see instructions) | 5 | |

Part IV

Supplemental Information

Provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, lines 1 and 2 (see instructions), and Part II-B, line 1. Also, complete this part for any additional information.

| Return Reference | Explanation |
|-------------------------------|---|
| Schedule C, Part II-B, Line 1 | The lobbying work of The Nature Conservancy (TNC) advances the tax-exempt purpose of the organization the conservation of land and water. TNC devoted 66% of its exempt purpose expenditures to attempt to influence legislation in Fiscal Year 2018 (Tax year 2017). These activities continued to advocate for strong environmental policies and funding for critical natural habitat protection and restoration at the U.S. federal and state government levels, as well as internationally. Federal legislation that had significant conservation impacts and which TNC supported included Land and Water Conservation Fund, Agriculture Improvement Act of 2018, various conservation science and appropriations, Wildfire Disaster Funding Act, MARKET Choice Act, America's Water Infrastructure Act, Energy Bill, the Readiness and Environmental Protection Integration Program, Endangered Species Act, National Environmental Policy Act, and other federal legislation that impacts public lands management and habitat protection and restoration. TNC also supported environmental safeguards provisions in the BUILD (Better Utilization of Investments Leading to Development) Act as well as appropriations for foreign assistance for biodiversity conservation and climate action. In addition, TNC advocated to protect and restore freshwater, coastal, and marine resources. Targets included the Mobile Bay in Alabama, the Verde and San Pedro Rivers in Arizona, the Lower Mississippi River Alluvial Plain, the Scituate Reservoir Watershed in Rhode Island, and the Gulf of Mexico. TNC also advocated for coastal restoration and invasive species management in Louisiana, the Water Quality Unpaved Roads program in Arkansas, sustainable management of California's fisheries, and Wild and Scenic River designation for the Kissimmee River in Florida. Other priority places in which TNC advocated for water resource protection and restoration include California, Missouri, Wisconsin, Washington, Utah, Ohio, New York, Maryland and Massachusetts. TNC also advocated for land and habitat conservation efforts at the state level including the pursuit of numerous on-the-ground solutions, such as sustainable management of the Tongass National Forest in Alaska and the Coconino and Kaibab National Forests in Arizona, preservation of Plum Island in Connecticut, habitat conservation planning in California, restoration of the Puget Sound in Washington, wildlife management legislation in Mississippi, sustainable forestry initiatives in Maine and Minnesota, management of invasive forest species in Nebraska, Collaborative Forest Landscape Restoration Programs in Blue Mountains and Deschutes, Oregon, and funding for forests and sage grouse habitat in Montana. Stable programs with sufficient long-term funding mechanisms for conservation are proven tools to advance conservation. Advocacy for these types of programs included Forever Wild in Alabama, Delaware's Open Space and Farmland Preservation program, the Illinois Natural Areas Acquisition Fund, Michigan's Natural Resources Trust Fund and State Park Endowment Fund, the Natural Resources and Outdoor Recreation Trust Fund in Iowa, the Georgia Outdoor Stewardship Act, and the Heritage Land Conservation Fund in Kentucky. TNC also advocated for similar conservation funding in Arkansas, North Carolina, and Ohio. Advocating for green infrastructure and smart energy development are other important tools to address conservation challenges. TNC supported legislation to promote energy efficiency and renewable energy such as solar power incentives in Connecticut and responsibly sited renewable energy development in Maryland and Rhode Island. Other states in which TNC advocated for smart energy development include New Jersey, California, Maine, Nevada, and New Mexico. TNC also engages in conversations and advocacy around climate change and adaptation. Advocacy activities in this area included engagement on the MARKET Choice Act in U.S. Congress, a carbon fee ballot initiative in Washington State, and other climate-related legislative activities in West Virginia, Arizona, California, Hawaii, Massachusetts, Pennsylvania, and New Hampshire. TNC also pursued placing questions on local and statewide ballots to provide for long-term conservation protection in Georgia, Texas, Rhode Island, Montana, Colorado, and California. Internationally, TNC influenced legislation with significant conservation impact in countries and regions such as Australia, Brazil, Canada, Mexico, Micronesia, the Solomon Islands, and the Caribbean. Volunteers for TNC spent a total of 3,056 hours to influence legislation as described above. |

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As Filed Data -

DLN: 93493058007169

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
► Attach to Form 990.
Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

Open to Public Inspection

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I

Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.
Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

1

Total number at end of year

31

0

2

Aggregate value of contributions to (during year)

1,274,972

0

3

Aggregate value of grants from (during year)

1,998,284

0

4

Aggregate value at end of year

29,006,634

0

5

Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?

☒ Yes ☐ No

6

Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

☒ Yes ☐ No

Part II

Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or education)

☒ Preservation of an historically important land area

☒ Protection of natural habitat

☒ Preservation of a certified historic structure

☒ Preservation of open space

2

Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

Held at the End of the Year

2a

2,679

2b

3,450,260

2c

1

2d

0

3

Number of conservation easements on a certified historic structure included in (a)

4

Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register

5

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ► 22

6

Number of states where property subject to conservation easement is located ► 49

7

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☒ Yes ☐ No

8

Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► 19774

9

Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► \$ 1,141,293

10

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?

☒ Yes ☐ No

11

In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.
Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items

1b

If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i)

Revenue included on Form 990, Part VIII, line 1

► \$

(ii)

Assets included in Form 990, Part X

► \$

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items

a

Revenue included on Form 990, Part VIII, line 1

► \$

b

Assets included in Form 990, Part X

► \$

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Cat No 52283D

Schedule D (Form 990) 2017

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)**3** Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply)**a** ☐ Public exhibition**d** ☐ Loan or exchange programs**b** ☐ Scholarly research**e** ☐ Other**c** ☐ Preservation for future generations**4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII**5** During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?☐ **Yes** ☐ **No****Part IV Escrow and Custodial Arrangements.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?☐ **Yes** ☐ **No****b** If "Yes," explain the arrangement in Part XIII and complete the following table**c** Beginning balance**d** Additions during the year**e** Distributions during the year**f** Ending balance

| | Amount |
|-----------|--------|
| 1c | |
| 1d | |
| 1e | |
| 1f | |

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?☐ **Yes** ☐ **No****b** If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII ☐**Part V Endowment Funds.** Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

| | (a) Current year | (b) Prior year | (c) Two years back | (d) Three years back | (e) Four years back |
|---|------------------|----------------|--------------------|----------------------|---------------------|
| 1a Beginning of year balance | 1,201,781,285 | 1,114,692,167 | 1,158,152,353 | 1,124,946,528 | 993,182,534 |
| b Contributions | 23,053,347 | 8,390,434 | 12,192,638 | 12,390,364 | 10,724,501 |
| c Net investment earnings, gains, and losses | 107,038,420 | 122,916,842 | -16,054,852 | 58,974,376 | 161,104,594 |
| d Grants or scholarships | 0 | 0 | 0 | 0 | 0 |
| e Other expenditures for facilities and programs | 37,142,895 | 44,218,158 | 39,597,972 | 38,158,915 | 40,065,101 |
| f Administrative expenses | 0 | 0 | 0 | 0 | 0 |
| g End of year balance | 1,294,730,157 | 1,201,781,285 | 1,114,692,167 | 1,158,152,353 | 1,124,946,528 |

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as**a** Board designated or quasi-endowment ▶ 72 04 %**b** Permanent endowment ▶ 17 56 %**c** Temporarily restricted endowment ▶ 10 4 %

The percentages on lines 2a, 2b, and 2c should equal 100%

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by**(i)** unrelated organizations**(ii)** related organizations**b** If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?

| | Yes | No |
|---------------|-----|----|
| 3a(i) | | No |
| 3a(ii) | | No |
| 3b | | |

4 Describe in Part XIII the intended uses of the organization's endowment funds**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

| Description of property | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Accumulated depreciation | (d) Book value |
|--|--------------------------------------|---------------------------------|------------------------------|----------------|
| 1a Land | 0 | 7,686,458 | | 7,686,458 |
| b Buildings | 0 | 152,277,022 | 57,378,643 | 94,898,379 |
| c Leasehold improvements | 0 | 24,304,394 | 14,357,100 | 9,947,294 |
| d Equipment | 0 | 59,795,496 | 47,318,407 | 12,477,089 |
| e Other | 15,918,540 | 4,257,584,996 | 0 | 4,273,503,536 |
| Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c)) . . . ▶ | | | | 4,398,512,756 |

Part VII

Investments—Other Securities. Complete if the organization answered "Yes" on Form 990, Part IV, line 11b.
See Form 990, Part X, line 12.

| (a) Description of security or category (including name of security) | (b) Book value | (c) Method of valuation Cost or end-of-year market value |
|---|----------------|---|
| (1) Financial derivatives | 503,649,853 | F |
| (2) Closely-held equity interests | 189,350,314 | F |
| (3) Other _____ (A) Real Estate Investment Trusts | 68,035,488 | F |
| (B) Interfund and Trust Receivable | 30,436,144 | F |
| (C) | | |
| (D) | | |
| (E) | | |
| (F) | | |
| (G) | | |
| (H) | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 12) ▶ | 791,471,799 | |

Part VIII

Investments—Program Related.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

| (a) Description of investment | (b) Book value | (c) Method of valuation Cost or end-of-year market value |
|---|----------------|---|
| (1) | | |
| (2) | | |
| (3) | | |
| (4) | | |
| (5) | | |
| (6) | | |
| (7) | | |
| (8) | | |
| (9) | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 13) ▶ | | |

Part IX

Other Assets. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d See Form 990, Part X, line 15

| (a) Description | (b) Book value |
|---|----------------|
| (1) | |
| (2) | |
| (3) | |
| (4) | |
| (5) | |
| (6) | |
| (7) | |
| (8) | |
| (9) | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 15) ▶ | |

Part X

Other Liabilities. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f.
See Form 990, Part X, line 25.

| (a) Description of liability | (b) Book value |
|---|----------------|
| (1) Federal income taxes | 222,791 |
| Planned Giving Liability | 191,514,496 |
| Accrued Salary and Vacation Liability | 26,716,191 |
| Other Accrued Liabilities | 69,385,124 |
| Contingent Liabilities | 7,353,501 |
| Payable Under Securities Lending Agreement | 52,482,304 |
| Refundable Advances | 64,971,295 |
| (7) | |
| (8) | |
| (9) | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 25) ▶ | 412,645,702 |

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII ☒

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

| Return Reference | Explanation |
|---------------------------|----------------------------|
| See Additional Data Table | |
| | |
| | |
| | |
| | |
| | Schedule D (Form 990) 2017 |
| | |

Part XIII Supplemental Information *(continued)*

| Return Reference | Explanation |
|------------------|-------------|
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| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

Additional Data

Software ID: 17005980

Software Version: v1.00

EIN: 53-0242652

Name: NATURE CONSERVANCY

Supplemental Information

| Return Reference | Explanation |
|-----------------------------|--|
| Schedule D, Part II, Line 3 | <p>During the tax year 11 easements were transferred or sold - all to qualified organizations as defined in IRC Sec 170(h)(3) and the related regulations and all as required and consistent with the conservation action plan for the properties Easements transferred or sold were (1) Two Hearted River (Allen/Maynard) 11/9/2001, (2) Hoot Woods Conservation Easement 6/3/ 1981, (3)Altamaha River (Sansavilla 3), (4) Agassiz Beach Ridges (Rogers) CE 3/2/2017, (5) Upper MN River Valley (Johnson) CE 3/13/2017, (6) Prairie Coteau (Williamson/Williamson 1) CE 4/26/2017, (7) Prairie Coteau (Williamson/Williamson 2) CE 4/26/2017, (8) Prairie Coteau (Delmuth) CE 9/26/2017, (9) Prairie Coteau (Johnson/Johnson) CE 11/7/2017, (10) Pilot Range (TL Bar - Della Ranches) (TNC CE), and (11) Grouse Creek (Della Ranches) (CE TNC) During the tax year 11 easements were amended The amended easements were (1) Pickerel Lake Fen (Emmerich 2)to add additional acres (15 5 to the original 7 5) and restrictions, (2) Silver Creek (Picabo Livestock/Purdy 1/12/1995 to resolve a boundary line agreement, (3) Saint Anthony's (Capital Region Water) 1/12/1995 to increase the number of acres under the easement as part of a phased acquisition, (4) Roanoke River/Cashie River (Jennette) 12/28/2016 to transfer 50% ownership of the easement to the US Air Force, (5) Lower Bianco River (Halifax Ranch, LLC) CE 12/29/2009 to adjust the boundary line by an even exchange of acres under easement, (6) Bandera Canyonlands (Dutch Royalty Investments/Mill Springs Ranch) CE 5/22/2012 to correct a clerical error and add the name of the Grantor, (7) Blood River Seeps/Winchester/Westvaco (Collins)(fka Fowler)(fka Jennings)(fka Merrit)(fka Reed) as a result of violation owner relinquishes any right to build on potential home sites, (8) Badlands National Park Complex (Conata Ranch 3, fka BY Sun Ranch 3) CE 4/24/2013 to increase the conservation restrictions, (9) Badlands National Park Complex (Conata Ranch, fka White East) CE 3/6/2013 to increase the conservation restrictions, (10) Badlands National Park Complex (Conata Ranch, fka Meckie 1 and 2) CE 3/6/2013 to increase the conservation restrictions, and (11) Gabilan CE to allow some limited access to OHV's</p> |

Supplemental Information

| Return Reference | Explanation |
|-----------------------------|---|
| Schedule D, Part II, Line 5 | <p>The Nature Conservancy's written policy regarding the periodic monitoring, inspection, violations, and enforcement of the conservation easements it holds is governed by our Standard Operating Procedure, Conservation Easements and Deed Restrictions. Excerpts from the procedure follow. Each Business Unit will be responsible for monitoring compliance with the terms of all Conservation Interests for which it must prepare or obtain a Baseline. For purposes of this Standard Operating Procedure, "Business Unit" means the Conservancy business unit in which the Conservation Interest is located or, if different, the Conservancy Business Unit responsible for monitoring and enforcement of the Conservation Interest. A Monitoring Team. Each Business Unit will establish a Monitoring Team which will consist of at least one staff member and may include third party volunteers or contractors. All members of the Monitoring Team must be trained on Conservancy procedures and practices for monitoring Conservation Interests. The Monitoring Team will be responsible for ensuring that monitoring is completed and documented in accordance with this SOP. B Monitoring Frequency. Conservation Interests will be monitored at least once each calendar year beginning with the calendar year after the Conservation Interest was accepted or acquired. The first monitoring will occur no more than 15 months after the date the Conservation Interest was accepted or acquired. C Time and Expense Reporting. To comply with Internal Revenue Service ("IRS") requirements use Activity Code 10000 (called "Easement Monitoring") to report all expenses incurred in inspecting, monitoring and enforcing Conservation Easements. Business Units must follow the Finance Department's guidance for reporting. 1 Staff hours (to be reported in bi-weekly time reports), 2 Volunteer hours (to the extent required by Finance Department guidance), 3 Contractor fees (including outside counsel fees), and 4 Travel and other related expenses. D Monitoring Reports. Monitoring results must be documented contemporaneously (within two months after monitoring occurs) in a report that describes the condition of the property and the protected conservation values as defined in the Conservation Interest. The monitoring report must include the information described in Checklist of Required Fields for Compliance Monitoring Template. Business Units may modify the templates or create their own monitoring report form provided that it contains the required content. Business Units 1 are encouraged to use the same form consistently for all Conservation Interests that the BU monitors and in all cases, all required fields must be completed, 2 are encouraged to provide the landowner with a copy of the monitoring report and request that it be signed and, if feasible, notarized to indicate landowner's agreement with its contents, and 3 must maintain monitoring reports in accordance with the Conservancy's Records Retention Schedule. 3 E</p> |

Supplemental Information

| Return Reference | Explanation |
|-----------------------------|---|
| Schedule D, Part II, Line 5 | <p>Compliance Status The Monitoring Team, with approval of the Business Unit director or the director's designee, shall determine the compliance status of the Conservation Interest as one of the following 1 In compliance 2 In review 3 In violation If voluntary resolution of a violation is not possible (e.g., because the time period to bring a judicial action will end under applicable statutes of limitation), the Business Unit will proceed with formal enforcement Formal enforcement action shall be taken in accordance with an enforcement plan to be developed by the Business Unit and assigned attorney and approved by the Regional Director or in the U.S., by the Division Director If the enforcement plan includes litigation, approval of the responsible Associate General Counsel and General Counsel shall be obtained prior to initiation of litigation</p> |

Supplemental Information

| Return Reference | Explanation |
|-----------------------------|--|
| Schedule D, Part II, Line 9 | <p>The Conservancy records land and land interests at cost if purchased or at fair value at the date of acquisition, if all or part of the land was received as a donation. Fair value is generally determined by appraisal at the time of acquisition and is not subsequently adjusted. Upon sale or gift, the book value of the land or land interest is reported as a program expense and the related proceeds, if any, are reported as revenue in the consolidated statement of activities. Conservation land is real property with significant ecological value. These properties are either managed in an effort to protect the natural biological diversity of the property, or transferred to other organizations who will manage the lands in a similar fashion. Conservation easements are comprised of listed rights and/or restrictions over the owned property that are conveyed by a property owner to the Conservancy, almost always in perpetuity, in order to protect the owned property as a significant natural area, as defined in federal tax regulations. These intangible assets may be sold or transferred to others so long as the assignee agrees to carry out, in perpetuity, the conservation purposes intended by the original grantor. Conservation easements, by their very nature, do not generate material amounts of cash inflow annually.</p> |

Supplemental Information

| Return Reference | Explanation |
|----------------------------|--|
| Schedule D, Part V, Line 4 | <p>The Endowment includes approximately 770 individual endowment funds. The Endowment provides stable financial support to a wide variety of programs and activities in perpetuity, playing a critical role in enabling the Conservancy to achieve its mission. Programs supported by the Endowment include restoring, monitoring, and managing natural areas owned by the Conservancy and others, as well as, many other activities and actions vital to the preservation of natural diversity. The Endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors (Board) to function as endowments. Net assets associated with endowment funds, including Board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.</p> |

Supplemental Information

| Return Reference | Explanation |
|----------------------------|---|
| Schedule D, Part X, Line 2 | The Conservancy has been granted an exemption from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Internal Revenue Service has classified The Conservancy as other than a private foundation. The Conservancy pays a nominal amount of tax relating to several unrelated business income activities, primarily rental income from debt-financed property. The Conservancy takes no tax positions that it considers to be uncertain. |

| Supplemental Information | |
|------------------------------|---|
| Return Reference | Explanation |
| Schedule D, Part XI, Line 2d | Costs of Goods Sold, Rental Related Expenses and Special Fundraising Expenses |

| Supplemental Information | |
|------------------------------|--|
| Return Reference | Explanation |
| Schedule D, Part XI, Line 4b | Valuation Gain on Trademarks, Other Assets and Foreign Exchange, Revenues of Unconsolidated Subsidiaries |

| Supplemental Information | |
|-------------------------------|--|
| Return Reference | Explanation |
| Schedule D, Part XII, Line 2d | Cost of Goods Sold, Rental Related Expenses, Special Fundraising Expenses, Expenses of Consolidated Subsidiaries |

**SCHEDULE F
(Form 990)**

Department of the Treasury
Internal Revenue Service

Name of the organization
NATURE CONSERVANCY

Statement of Activities Outside the United States

► Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.

► Attach to Form 990.

► Information about Schedule F (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

**Open to Public
Inspection**

Employer identification number

53-0242652

Part I **General Information on Activities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 14b.

1 For grantmakers. Does the organization maintain records to substantiate the amount of its grants and other assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ **Yes** ☐ **No**

2 For grantmakers. Describe in Part V the organization's procedures for monitoring the use of its grants and other assistance outside the United States

3 Activities per Region (The following Part I, line 3 table can be duplicated if additional space is needed)

| (a) Region | (b) Number of offices in the region | (c) Number of employees, agents, and independent contractors in region | (d) Activities conducted in region (by type) (e g , fundraising, program services, investments, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for and investments in region |
|---|-------------------------------------|--|---|--|--|
| (1) See Add'l Data | | | | | |
| (2) | | | | | |
| (3) | | | | | |
| (4) | | | | | |
| (5) | | | | | |
| 3a Sub-total | | | | | |
| b Total from continuation sheets to Part I | | | | | |
| c Totals (add lines 3a and 3b) | 39 | 725 | | | 145,740,334 |

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

| 1 | (a) Name of organization | (b) IRS code section and EIN (if applicable) | (c) Region | (d) Purpose of grant | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|----------|---------------------------------|---|-------------------|-----------------------------|---------------------------------|--|--|---|--|
| (1) | See Add'l Data | | | | | | | | |
| (2) | | | | | | | | | |
| (3) | | | | | | | | | |
| (4) | | | | | | | | | |
| (5) | | | | | | | | Schedule F (Form 990) 2017 | |
| (6) | | | | | | | | | |
| (7) | | | | | | | | | |
| (8) | | | | | | | | | |
| (9) | | | | | | | | | |
| (10) | | | | | | | | | |
| (11) | | | | | | | | | |
| (12) | | | | | | | | | |
| (13) | | | | | | | | | |
| (14) | | | | | | | | | |
| (15) | | | | | | | | | |
| (16) | | | | | | | | | |

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter ▶

148

3 Enter total number of other organizations or entities ▶

7

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 16.

Part III can be duplicated if additional space is needed.

| (a) Type of grant or assistance | (b) Region | (c) Number of recipients | (d) Amount of cash grant | (e) Manner of cash disbursement | (f) Amount of non-cash assistance | (g) Description of non-cash assistance | (h) Method of valuation (book, FMV, appraisal, other) |
|---------------------------------|------------|--------------------------|--------------------------|---------------------------------|-----------------------------------|--|---|
| (1) | | | | | | | |
| (2) | | | | | | | |
| (3) | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | | | |
| (6) | | | | | | | |
| (7) | | | | | | | |
| (8) | | | | | | | |
| (9) | | | | | | | |
| (10) | | | | | | | |
| (11) | | | | | | | |
| (12) | | | | | | | |
| (13) | | | | | | | |
| (14) | | | | | | | |
| (15) | | | | | | | |
| (16) | | | | | | | |
| (17) | | | | | | | |
| (18) | | | | | | | |

Part IV Foreign Forms

- 1 Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U S Transferor of Property to a Foreign Corporation (see Instructions for Form 926)* ☐ Yes ☒ No
- 2 Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to separately file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U S Owner (see Instructions for Forms 3520 and 3520-A, do not file with Form 990)* ☒ Yes ☐ No
- 3 Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U S Persons with Respect to Certain Foreign Corporations (see Instructions for Form 5471)* ☒ Yes ☐ No
- 4 Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund (see Instructions for Form 8621)* ☒ Yes ☐ No
- 5 Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U S Persons with Respect to Certain Foreign Partnerships (see Instructions for Form 8865)* ☒ Yes ☐ No
- 6 Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713, do not file with Form 990)* ☐ Yes ☒ No

Part V Supplemental Information

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information (see instructions).

| Return Reference | Explanation |
|----------------------------|--|
| Schedule F, Part I, Line 2 | <p>The Nature Conservancy's procedure for monitoring grants outside the United States is governed by the Government Grants, Cooperative Agreements, Contracts and Other Agreements Negotiation and Administration Standard Operating Procedure the purpose of which is to ensure compliance with government laws and regulations and to ensure the efficient and effective management of funds provided by U S federal, state and local governments, other national and local governments, and multilateral sources by the Conservancy, as well as Conservancy funds provided to other entities The SOP is excerpted as follows All staff responsible for government grants, cooperative agreements, contracts, and other agreements will negotiate and administer such awards in an efficient and effective manner The Conservancy has a Grants Service Network to ensure that this occurs, including assuring compliance with all applicable funder statutes and regulations The attached table assigns performance responsibilities to the key positions involved in the negotiation and administration of the following types of agreements 1 agreements to the Conservancy from United States federal, state and local government agencies, multilateral agencies, and other national and local governments, and 2 the Conservancy's grants of funds to other entities, including those funded by a government agency, multilateral organization, other non-profit organization, private foundation, or private donor Conservancy grants to other entities are also subject to the "Grants by the Nature Conservancy to Grantees" Standard Operating Procedure In order to effectively manage these agreements and to ensure accountability, the Conservancy employs a team approach during all stages of the process, from pre-proposal discussions with potential funding agencies through final closeout of specific agreements Working as a team assures that the Conservancy successfully secures government funding for conservation projects and carries out these projects in compliance with both external and internal requirements, negotiating the best possible agreements and ensuring the projects are completed on time and within budget Essential team members are a Project Manager, a Grants Specialist, and an Attorney As appropriate, team members at any stage of the process should solicit input from staff in their respective Business Units, such as finance, philanthropy, external affairs or other conservation staff</p> |

Additional Data

Software ID: 17005980

Software Version: v1.00

EIN: 53-0242652

Name: NATURE CONSERVANCY

Form 990 Schedule F Part I - Activities Outside The United States

| (a) Region | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
|-----------------------------------|-------------------------------------|---|--|--|-----------------------------------|
| Central America and the Caribbean | 8 | 49 | Program Services | Conservation of the lands and waters on which all life depends | 10,155,532 |
| East Asia and the Pacific | 12 | 283 | Program Services | Conservation of the lands and waters on which all life depends | 44,161,166 |

Form 990 Schedule F Part I - Activities Outside The United States

| (a) Region | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
|--|-------------------------------------|---|--|--|-----------------------------------|
| Europe (including Iceland and Greenland) | 4 | 30 | Program Services | Conservation of the lands and waters on which all life depends | 2,522,567 |
| North America (including Canada and Mexico, but not the United States) | 2 | 72 | Program Services | Conservation of the lands and waters on which all life depends | 22,110,211 |

Form 990 Schedule F Part I - Activities Outside The United States

| (a) Region | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
|---------------|-------------------------------------|---|--|--|-----------------------------------|
| South America | 7 | 221 | Program Services | Conservation of the lands and waters on which all life depends | 39,725,409 |
| South Asia | 1 | 8 | Program Services | Conservation of the lands and waters on which all life depends | 2,377,120 |

| Form 990 Schedule F Part I - Activities Outside The United States | | | | | |
|---|-------------------------------------|---|--|--|-----------------------------------|
| (a) Region | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
| Sub-Saharan Africa | 5 | 62 | Program Services | Conservation of the lands and waters on which all life depends | 24,688,329 |

Form 990 Schedule F Part II - Grants or Entities Outside The United States

| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region | (d) Purpose of grant | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|--------------------------|---|-----------------------------------|--|--------------------------|---------------------------------|-----------------------------------|--|---|
| | | Central America and the Caribbean | Conservation of the lands and waters on which all life depends | 1,919,939 | ETF, Wire, Check | 0 | | |
| | | East Asia and the Pacific | Conservation of the lands and waters on which all life depends | 1,093,436 | ETF, Wire, Check | 0 | | |

Form 990 Schedule F Part II - Grants or Entities Outside The United States

| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region | (d) Purpose of grant | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|--------------------------|---|--|--|--------------------------|---------------------------------|-----------------------------------|--|---|
| | | Europe (including Iceland and Greenland) | Conservation of the lands and waters on which all life depends | 636,247 | ETF, Wire, Check | 0 | | |
| | | North America (including Canada and Mexico, but not the United States) | Conservation of the lands and waters on which all life depends | 3,105,333 | ETF, Wire, Check | 0 | | |

Form 990 Schedule F Part II - Grants or Entities Outside The United States

| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region | (d) Purpose of grant | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|--------------------------|---|---------------|--|--------------------------|---------------------------------|-----------------------------------|--|---|
| | | South America | Conservation of the lands and waters on which all life depends | 3,196,214 | ETF, Wire, Check | 0 | | |
| | | South Asia | Conservation of the lands and waters on which all life depends | 215,839 | ETF, Wire, Check | 0 | | |

| Form 990 Schedule F Part II - Grants or Entities Outside The United States | | | | | | | | |
|--|---|--------------------|--|--------------------------|---------------------------------|-----------------------------------|--|---|
| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region | (d) Purpose of grant | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
| | | Sub-Saharan Africa | Conservation of the lands and waters on which all life depends | 10,057,223 | ETF, Wire, Check | 0 | | |

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DLN: 93493058007169

SCHEDULE G
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding
Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a
▶ Attach to Form 990 or Form 990-EZ.
▶ Information about Schedule G (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

Open to Public Inspection

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I

Fundraising Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17.
Form 990-EZ filers are not required to complete this part.

1

Indicate whether the organization raised funds through any of the following activities. Check all that apply.

a

☒ Mail solicitations

e

☒ Solicitation of non-government grants

b

☒ Internet and email solicitations

f

☒ Solicitation of government grants

c

☒ Phone solicitations

g

☒ Special fundraising events

d

☒ In-person solicitations

2a

Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?

☒ Yes

☐ No

b

If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

| (i) Name and address of individual or entity (fundraiser) | (ii) Activity | (iii) Did fundraiser have custody or control of contributions? | | (iv) Gross receipts from activity | (v) Amount paid to (or retained by) fundraiser listed in col (i) | (vi) Amount paid to (or retained by) organization |
|---|--|--|----|-----------------------------------|--|---|
| | | Yes | No | | | |
| 1 PMX Agency LLC 5 Hanover Square New York, NY 10004 | Professional Fundraising Counsel. Provide the Conservancy with campaign and account planning support for digital acquisition and retention in paid media channels. | | No | 0 | 4,549,835 | -4,549,835 |
| 2 Dialogue Direct Inc 589 8th Avenue 21st Floor New York, NY 10018 | Professional Fundraiser. Provide canvassing or face to face fundraising support to TNC to acquire one time and monthly donors. | Yes | | 3,522,534 | 3,150,402 | 372,132 |
| 3 New Canvassing Experience 2211 East 12th Street Austin, TX 78702 | Professional Fundraiser. Provide canvassing or face to face fundraising support to TNC to acquire 1,250 monthly donors. | Yes | | 508,139 | 1,415,692 | -907,553 |
| 4 WAYS Fundraising USA 600 B Street Suite 300 San Diego, CA 92101 | Professional Fundraiser. Conduct canvassing and face to face fundraising for TNC to acquire donors. | Yes | | 298,000 | 1,103,322 | -805,322 |
| 5 Donor Services Group 6715 Sunset Boulevard Los Angeles, CA 90028 | Professional Fundraiser. Conduct telemarketing services and design and implementation of an ongoing program of gift planning cultivation. | Yes | | 816,875 | 1,178,422 | -361,547 |
| 6 APPCO Group US Inc 40 Rector Street 21st Floor Suite 1504 New York, NY 10006 | Professional Fundraiser. Conduct campaigns in the US designed to obtain donors through solicitation services including fact to face fundraising or canvassing. | Yes | | 352,638 | 797,251 | -444,613 |
| 7 Grassroots Campaign Inc 186 Lindoln Street Suite 100 Boston, MA 02111 | Professional Fundraiser. Citizen outreach campaign and face to face fundraising. | Yes | | 527,539 | 699,692 | -172,153 |
| 8 The Compass Group Inc 124 Quay Street Alexandria, VA 22314 | Professional Fundraising Counsel. Provide several TNC chapters with consulting services related to strategic plan development, feasibility studies and campaign management services. | | No | 0 | 604,994 | -604,994 |
| 9 MandR Strategic Services Inc 1901 L Street NW Suite 800 Washington, DC 20036 | Professional Fundraising Counsel. Provide digital strategy guidance, services and creative assets to support TNC's email and new lead generation programs. | | No | 0 | 345,416 | -345,416 |
| 10 Resource and Event Management Ltd 232 Madison Avenue Suite 1407 New York, NY 10016 | Professional Fundraiser. Provide strategic guidance on the outreach of the Conservancy in New York. | Yes | | 3,015,359 | 176,759 | 2,838,600 |
| Total ▶ | | | | 9,041,084 | 14,021,785 | -4,980,701 |

3

List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

All States

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Cat No 50083H

Schedule G (Form 990 or 990-EZ) 2017

Part II Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

| | | (a) Event #1 | (b) Event #2 | (c) Other events | (d) |
|-----------------|---|--|---|-----------------------------|--|
| | | New York Dinner Dance - Mashomack (event type) | Illinois 60th Anniversary GALE (event type) | 37 (total number) | Total events (add col (a) through col (c)) |
| Revenue | 1 Gross receipts | 101,112 | 100,951 | 293,278 | 495,341 |
| | 2 Less Contributions | 1,550 | 20,826 | 18,162 | 40,538 |
| | 3 Gross income (line 1 minus line 2) | 99,562 | 80,125 | 275,116 | 454,803 |
| | | | | | |
| Direct Expenses | 4 Cash prizes | 0 | 0 | 0 | 0 |
| | 5 Noncash prizes | 0 | 0 | 0 | 0 |
| | 6 Rent/facility costs | 0 | 0 | 0 | 0 |
| | 7 Food and beverages | 0 | 0 | 0 | 0 |
| | 8 Entertainment | 0 | 0 | 0 | 0 |
| | 9 Other direct expenses | 145,724 | 553,042 | 940,900 | 1,639,666 |
| | 10 Direct expense summary Add lines 4 through 9 in column (d) ▶ | | | | 1,639,666 |
| | 11 Net income summary Subtract line 10 from line 3, column (d) ▶ | | | | -1,184,863 |

Part III Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

| | | (a) Bingo | (b) Pull tabs/Instant bingo/progressive bingo | (c) Other gaming | (d) Total gaming (add col (a) through col (c)) |
|-----------------|--|---|---|---|---|
| Revenue | 1 Gross revenue | | | | |
| | 2 Cash prizes | | | | |
| | 3 Noncash prizes | | | | |
| | 4 Rent/facility costs | | | | |
| | 5 Other direct expenses | | | | |
| Direct Expenses | 6 Volunteer labor | <input type="checkbox"/> Yes _____ % <input type="checkbox"/> No | <input type="checkbox"/> Yes _____ % <input type="checkbox"/> No | <input type="checkbox"/> Yes _____ % <input type="checkbox"/> No | |
| | 7 Direct expense summary Add lines 2 through 5 in column (d) ▶ | | | | |
| | 8 Net gaming income summary Subtract line 7 from line 1, column (d) ▶ | | | | |

9 Enter the state(s) in which the organization conducts gaming activities _____

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain _____

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain _____

| | | | | | |
|---|--|------------|---|------------|---|
| 11 Does the organization conduct gaming activities with nonmembers? | <input type="checkbox"/> Yes <input type="checkbox"/> No | | | | |
| 12 Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming? | <input type="checkbox"/> Yes <input type="checkbox"/> No | | | | |
| 13 Indicate the percentage of gaming activity conducted in | | | | | |
| a The organization's facility | <table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td style="width: 100px; text-align: center;">13a</td><td style="width: 100px; text-align: center;">%</td></tr><tr><td style="text-align: center;">13b</td><td style="text-align: center;">%</td></tr></table> | 13a | % | 13b | % |
| 13a | % | | | | |
| 13b | % | | | | |
| b An outside facility | | | | | |

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records

Name ►

Address ►

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

- b** If "Yes," enter the amount of gaming revenue received by the organization ► \$ _____ and the amount of gaming revenue retained by the third party ► \$ _____

- c** If "Yes," enter name and address of the third party

Name ►

Address ►

16 Gaming manager information

Name ►

Gaming manager compensation ► \$

Description of services provided ►

☐ Director/officer

☐ Employee

☐ Independent contractor

17 Mandatory distributions

- a** Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

- b** Enter the amount of distributions required under state law distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ► \$ _____

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information (see instructions).

Return Reference

Explanation

efile GRAPHIC print - DO NOT PROCESS

As Filed Data -

DLN: 93493058007169

Schedule I
(Form 990)

Grants and Other Assistance to Organizations,
Governments and Individuals in the United States
Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.
▶ Information about Schedule I (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047
2017
Open to Public
Inspection

Department of the
Treasury
Internal Revenue Service

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I

General Information on Grants and Assistance

- 1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ Yes ☐ No
- 2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed

| (a) Name and address of organization or government | (b) EIN | (c) IRC section (if applicable) | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of noncash assistance | (h) Purpose of grant or assistance |
|--|---------|---------------------------------|--------------------------|-----------------------------------|---|---------------------------------------|------------------------------------|
| (1) See Additional Data | | | | | | | |
| (2) | | | | | | | |
| (3) | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | | | |
| (6) | | | | | | | |
| (7) | | | | | | | |
| (8) | | | | | | | |
| (9) | | | | | | | |
| (10) | | | | | | | |
| (11) | | | | | | | |
| (12) | | | | | | | |

- 2

Enter total number of section 501(c)(3) and government organizations listed in the line 1 table

425
- 3

Enter total number of other organizations listed in the line 1 table

17

Part III Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22

Part III can be duplicated if additional space is needed

| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of noncash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of noncash assistance |
|---------------------------------|--------------------------|--------------------------|----------------------------------|---|---------------------------------------|
| (1) | | | | | |
| (2) | | | | | |
| (3) | | | | | |
| (4) | | | | | |
| (5) | | | | | |
| (6) | | | | | |
| (7) | | | | | |

Part IV Supplemental Information. Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

| Return Reference | Explanation |
|----------------------------|--|
| Schedule I, Part I, Line 2 | <p>The Nature Conservancy's procedure for monitoring grants within the United States is governed by the Government Grants, Cooperative Agreements, Contracts and Other Agreements Negotiation and Administration Standard Operating Procedure the purpose of which is to ensure compliance with government laws and regulations and to ensure the efficient and effective management of funds provided by U S federal, state and local governments, other national and local governments, and multilateral sources by the Conservancy, as well as Conservancy funds provided to other entities. The SOP is excerpted as follows: All staff responsible for government grants, cooperative agreements, contracts, and other agreements will negotiate and administer such awards in an efficient and effective manner. The Conservancy has a Grants Service Network to ensure that this occurs, including assuring compliance with all applicable funder statutes and regulations. The attached table assigns performance responsibilities to the key positions involved in the negotiation and administration of the following types of agreements: 1. agreements to the Conservancy from United States federal, state and local government agencies, multilateral agencies, and other national and local governments, and 2. the Conservancy's grants of funds to other entities, including those funded by a government agency, multilateral organization, other non-profit organization, private foundation, or private donor. Conservancy grants to other entities are also subject to the "Grants by the Nature Conservancy to Grantees" Standard Operating Procedure. In order to effectively manage these agreements and to ensure accountability, the Conservancy employs a team approach during all stages of the process, from pre-proposal discussions with potential funding agencies through final closeout of specific agreements. Working as a team assures that the Conservancy successfully secures government funding for conservation projects and carries out these projects in compliance with both external and internal requirements, negotiating the best possible agreements and ensuring the projects are completed on time and within budget. Essential team members are a Project Manager, a Grants Specialist, and an Attorney. As appropriate, team members at any stage of the process should solicit input from staff in their respective Business Units, such as finance, philanthropy, external affairs or other conservation staff.</p> |

Additional Data

Software ID: 17005980
Software Version: v1.00
EIN: 53-0242652
Name: NATURE CONSERVANCY

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| OHIO NORTHERN UNIVERSITY 525 SOUTH MAIN STREET ADA, OH 45208 | 34-4429091 | 501(c)(3) | 25,754 | | | | Conservation Activities |
| NATIONAL AUDUBON SOCIETY AUDUBON NEW YORK 200 TRILLIUM LANE ALBANY, NY 12203 | 13-1624102 | 501(c)(3) | 59,879 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THREE RIVERS LAND TRUST PO BOX 295 ALFRED, ME 04002 | 01-0539771 | 501(c)(3) | 367,053 | | | | Conservation Activities |
| SUL ROSS STATE UNIVERSITY BOX C-500 OFFICE OF THE CONTROLLER ALPINE, TX 79832 | 82-2265172 | 501(c)(3) | 45,699 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| IOWA DEPARTMENT OF NATURAL RESOURCES FORESTRY FIRE PROGRAM 2404 S DUFF AVE AMES, IA 50010 | 84-1192823 | 501(c)(3) | 18,000 | | | | Conservation Activities |
| THE LONGLEAF ALLIANCE INC 12130 DIXON CENTER ROAD ANDALUSIA, AL 36420 | 75-3263645 | 501(c)(3) | 19,275 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CONSERVATION DISTRICTS OF IOWA 945 SOUTHWEST ANKENY ROAD SUITE A ANKENY, IA 50023 | 36-3977631 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| THE STEWARDSHIP NETWORK 416 LONGSHORE DRIVE ANN ARBOR, MI 48105 | 56-2471470 | 501(c)(3) | 45,525 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| GREAT LAKES COMMISSION 1300 VICTORS WAY SUITE 1350 ANN ARBOR, MI 48108 | 38-6027814 | 501(c)(3) | 5,952 | | | | Conservation Activities |
| RESTORE AMERICAS ESTUARIES 2300 CLARENDON BOULEVARD SUITE 603 ARLINGTON, VA 22201 | 54-1965304 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| RARE 1310 N COURTHOUSE ROAD SUITE 110 ARLINGTON, VA 22201 | 23-7380563 | 501(c)(3) | 50,000 | | | | Conservation Activities |
| TROUT UNLIMITED INC 1777 NORTH KENT STREET SUITE 100 ARLINGTON, VA 22209 | 38-1612715 | 501(c)(3) | 6,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE AMERICAN CHESTNUT FOUNDATION 50 NORTH MERRIMON AVENUE SUITE 115 ASHEVILLE, NC 28804 | 41-1483019 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| LOMAKATSI RESTORATION PROJECT PO BOX 3084 ASHLAND, OR 97520 | 93-1163452 | 501(c)(3) | 45,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITY OF ASHLAND UTILITY DIVISION FINANCE DEPT 20 EAST MAIN STREET ASHLAND, OR 97520 | 23-7303162 | 501(c)(3) | 30,795 | | | | Conservation Activities |
| SIMONG WEST FORESTS LLC 15 PIEDMONT CENTER ATLANTA, GA 30305 | 95-2566122 | 501(c)(3) | 296,225 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| GEORGIA FORESTRY COMMISSION PO BOX 100287 ATLANTA, GA 303840287 | 82-2265172 | 501(c)(3) | 50,000 | | | | Conservation Activities |
| STATE OF GEORGIA DEPARTMENT OF NATURAL RESOURCES 2 MARTIN LUTHER KING JUNIOR DRIVE SUITE 1352 EAST ATLANTA, GA 30334 | 23-7303162 | 501(c)(3) | 3,239,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TREASURER STATE OF MAINE PO BOX 1060 AUGUSTA, ME 04332 | 63-0779657 | 501(c)(3) | 9,667 | | | | Conservation Activities |
| DEPARTMENT OF ENVIRONMENTAL PROTECTION 17 STATE HOUSE STATION AUGUSTA, ME 043330017 | 59-6007353 | 501(c)(3) | 7,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| MAINE NATURAL AREAS PROGRAM STATE HOUSE STATION 93 AUGUSTA, ME 04333 | 59-0624458 | 501(c)(3) | 48,224 | | | | Conservation Activities |
| STROUD WATER RESEARCH CENTER INC 970 SPENCER ROAD AVONDALE, PA 193119514 | 52-2081073 | 501(c)(3) | 34,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| HURON CONSERVATION DISTRICT 1460 SOUTH VAN DYKE ROAD BAD AXE, MI 48413 | 38-1850731 | 501(c)(3) | 19,957 | | | | Conservation Activities |
| WESTERN WISCONSIN CONSERVATION COUNCIL 2061 30TH AVENUE BALDWIN, WI 54002 | 82-3042873 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| COUNTY OF BARNSTABLE 3195 MAIN STREET BARNSTABLE, MA 02630 | 84-0405254 | 501(c)(3) | 66,291 | | | | Conservation Activities |
| TOWN OF BARRINGTON 333 CALEF HIGHWAY PO BOX 660 BARRINGTON, NH 03825 | 84-0404253 | 501(c)(3) | 14,243 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| KENNEBEC ESTUARY LAND TRUST 92 FRONT STREET PO BOX 1128 BATH, ME 04530 | 01-0446468 | 501(c)(3) | 102,432 | | | | Conservation Activities |
| LOUISIANA STATE UNIVERSITY OFFICE OF ACCOUNTING SERVICES SPONSORED PROGRAM ACCOUNTING BATON ROUGE, LA 70803 | 90-0885216 | 501(c)(3) | 26,508 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| LOUISIANA STATE UNIVERSITY AGRICULTURAL CENTER LSU AG CENTER ACCOUNTING SERVICES 103 EFFERSON HALL BATON ROUGE, LA 70803 | 05-6000522 | 501(c)(3) | 13,309 | | | | Conservation Activities |
| WESTERN WASHINGTON UNIVERSITY CASHIERS OFFICE MS 9004 516 HIGH STREET BELLINGHAM, WA 982259004 | 62-6001636 | 501(c)(3) | 47,299 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WHATCOM COUNTY PUBLIC WORKS 322 NORTH COMMERCIAL STREET SUITE 120 BELLINGHAM, WA 98225 | 51-8476200 | 501(c)(3) | 377,909 | | | | Conservation Activities |
| ORION RESEARCH AND MGMT SERVICES 21 CEDAR TRAILS DRIVE BELTON, TX 765136507 | 74-3021824 | | 12,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WARREN COUNTY 165 COUNTY ROAD 519 SOUTH BELVIDERE, NJ 07825 | 36-6005822 | 501(c)(3) | 67,000 | | | | Conservation Activities |
| WARREN COUNTY BOARD OF CHOSEN FREEHOLDERS 165 COUNTY ROUTE 519 SOUTH BELVIDERE, NJ 07825 | 36-4385280 | 501(c)(3) | 8,600 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE CONSERVATION ALLIANCE PO BOX 1275 BEND, OR 97709 | 94-3100867 | 501(c)(4) | 5,500 | | | | Conservation Activities |
| CALIFORNIA INVASIVE PLANT COUNCIL 1442A WALNUT ST SUITE 462 BERKELEY, CA 94709 | 68-0289333 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| UNIVERSITY OF CALIFORNIA BERKELEY FOUNDATION GIANNINI HALL BERKELEY, CA 947203100 | 27-3080801 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| SOLIDARIDAD NORTH AMERICA 2120 UNIVERSITY AVENUE BERKELY, CA 94704 | 46-1528546 | 501(c)(3) | 268,075 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| SIEGEL AND CROCKETT PC 63 MAIN STREET PO BOX 438 BETHEL, ME 04217 | 31-0036036 | | 36,000 | | | | Conservation Activities |
| CAWACO RC&D COUNCIL INC 2112 11TH AVENUE SOUTH SUITE 541 BIRMINGHAM, AL 35205 | 63-1027283 | 501(c)(3) | 7,288 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ANACOSTIA WATERSHED SOCIETY INC 4302 BALTIMORE AVENUE BLADENSBURG, MD 20710 | 52-1666511 | 501(c)(3) | 12,000 | | | | Conservation Activities |
| RIDGE AND VALLEY CONSERVANCY PO BOX 146 16 MAIN STREET BLAIRSTOWN, NJ 07825 | 27-2846730 | 501(c)(3) | 240,853 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CONSERVATION LAW CENTER INC 116 SOUTH INDIANA AVENUE SUITE 4 BLOOMINGTON, IN 47408 | 20-2321854 | 501(c)(3) | 19,308 | | | | Conservation Activities |
| ILLINOIS CORN GROWERS ASSOCIATION PO BOX 1623 BLOOMINGTON, IL 617021623 | 37-0983416 | 501(c)(6) | 42,655 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BLUE HILL HERITAGE TRUST PO BOX 222 BLUE HILL, ME 04614 | 22-2655830 | 501(c)(3) | 6,000 | | | | Conservation Activities |
| IDAHO DEPARTMENT OF LANDS PO BOX 83720 300 NORTH 6TH ST STE 103 BOISE, ID 837200050 | 16-6002567 | 501(c)(3) | 506,735 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| IDAHO CONSERVATION LEAGUE INC P O BOX 844 BOISE, ID 83701 | 82-6042478 | 501(c)(3) | 22,500 | | | | Conservation Activities |
| RUTGERS STATE UNIVERSITY RUTGERS ECOCOMPLES 1200 FLORENCE COLUMBUS ROAD BORDENTOWN, NJ 08505 | 22-6001086 | 501(c)(3) | 122,849 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| COMMONWEALTH OF MASSACHUSETTS STATE TREASURER PO BOX 417103 BOSTON, MA 02110 | 74-2245072 | 501(c)(3) | 215,375 | | | | Conservation Activities |
| CONSERVATION LAW FOUNDATION INC 62 SUMMER STREET BOSTON, MA 02110 | 04-6149986 | 501(c)(3) | 14,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| RIVER NETWORK PO BOX 21387 BOULDER, CO 80308 | 93-0969979 | 501(c)(3) | 35,000 | | | | Conservation Activities |
| WILDLIFE CONSERVATION SOCIETY 212 SOUTH WALLACE AVENUE BOZEMAN, MT 59771 | 13-1740011 | 501(c)(3) | 18,584 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| CENTER FOR LARGE LANDSCAPE CONSERVATION PO BOX 1587 BOZEMAN, MT 59771 | 27-1226829 | 501(c)(3) | 15,118 | | | | Conservation Activities |
| TOWN OF BRISTOL P O BOX 249 BRISTOL, VT 05443 | 37-1374572 | 501(c)(3) | 17,324 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| YAHARA PRIDE FARMS INC 229 DOUGLAS DRIVE BROOKLYN, WI 53521 | 61-1770827 | | 10,000 | | | | Conservation Activities |
| GOWANUS CANAL CONSERVANCY INC 543 UNION STREET SUITE 1E BROOKLYN, NY 11215 | 26-0681729 | 501(c)(3) | 11,700 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PEAK FACILITATION GROUP INC 14123 ROARING FORK CIRCLE BROOMFIELD, CO 80023 | 27-3080801 | | 9,412 | | | | Conservation Activities |
| CALAPOOIA WATERSHED COUNCIL PO BOX 844 BROWNSVILLE, OR 97327 | 26-4228349 | 501(c)(3) | 105,707 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| ATLANTIC SALMON FEDERATION 14 MAINE STREET SUITE 202 BRUNSWICK, ME 04011 | 13-2618801 | 501(c)(3) | 77,000 | | | | Conservation Activities |
| MAINE COAST FISHERMENS ASSOCIATION 14 MAINE STREET SUITE 412 G/H BOX 40 BRUNSWICK, ME 04011 | 13-4337702 | 501(c)(6) | 51,758 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| MAINE ENVIRONMENTAL EDUCATION ASSOCIATION INC 31 WOODSIDE ROAD BRUNSWICK, ME 04011 | 01-0383590 | 501(c)(3) | 31,000 | | | | Conservation Activities |
| BRUNSWICK-TOPSHAM LAND TRUST 108 MAIN STREET BRUNSWICK, ME 04011 | 01-0924657 | 501(c)(3) | 220,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| UNITED STATES FISH AND WILDLIFE SERVICE 1425 FORT STREET BUFFALO, WY 82834 | 53-0201504 | 501(c)(3) | 82,857 | | | | Conservation Activities |
| THE CARBON ENDOWMENT 76 HAMMOND STREET CAMBRIDGE, MA 02139 | 82-2265172 | 501(c)(3) | 250,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| THE WILDERNESS LAND TRUST PO BOX 1420 CARBONDALE, CO 81623 | 84-1192823 | 501(c)(3) | 48,278 | | | | Conservation Activities |
| PENINSULA PRIDE FARMS INC E3576 CARDINAL ROAD CASCO, WI 54205 | 81-2063033 | | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| EASTERN ILLINOIS UNIVERSITY 600 LINCOLN AVENUE BUSINESS OFFICE CHARLESTON, IL 61920 | 62-6001636 | 501(c)(3) | 38,170 | | | | Conservation Activities |
| SOUTH CAROLINA DEPARTMENT OF NATURAL RESOURCES PO BOX 12559 217 FT JOHNSON ROAD CHARLESTON, SC 294222559 | 51-8476200 | 501(c)(3) | 525,531 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| UNIVERSITY OF VIRGINIA OFFICE OF SPONSORED PROGRAMS 1001 NORTH EMMET STREET CHARLOTTESVILLE, VA 22904 | 95-6006144 | 501(c)(3) | 10,946 | | | | Conservation Activities |
| CAPE COD COMMERCIAL FISHERMENS ALLIANCE 1566 MAIN STREET CHATHAM, MA 02633 | 04-3138784 | 501(c)(3) | 42,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| GREENROOTS INC 227 MARGINAL STREET SUITE 1 CHELSEA, MA 02150 | 81-2718273 | 501(c)(3) | 25,000 | | | | Conservation Activities |
| NATIONAL CORN GROWERS ASSOCIATION 632 CEPI DRIVE CHESTERFIELD, MO 63005 | 42-0897662 | 501(c)(6) | 60,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| COUNCIL OF GREAT LAKES GOVERNORS INC 20 N WACKER DRIVE SUITE 2700 CHICAGO, IL 60606 | 15-0532082 | 501(c)(3) | 20,000 | | | | Conservation Activities |
| DELTA INSTITUTE 35 EAST WACKER DRIVE SUITE 1200 CHICAGO, IL 60601 | 36-4210191 | 501(c)(3) | 17,118 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| CHICAGO PARK DISTRICT 541 NORTH FAIRBANKS COURT CHICAGO, IL 60611 | 36-6005822 | 501(c)(3) | 36,617 | | | | Conservation Activities |
| OAI INCORPORATED 180 NORTH WABASH SUITE 750 CHICAGO, IL 60601 | 36-4385280 | 501(c)(3) | 8,113 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| TONI ANDERSON 2300 WEST WARREN UNIT 4 CHICAGO, IL 60612 | 34-0643149 | | 23,400 | | | | Conservation Activities |
| SOUTHEAST ENVIRONMENTAL TASK FORCE 13300 SOUTH BALTIMORE AVENUE CHICAGO, IL 60633 | 36-3977631 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PURDUE UNIVERSITY UNIVERSITY RECEIVABLES OFFICE 24025 NETWORK PLACE CHICAGO, IL 606731240 | 35-6002041 | 501(c)(3) | 109,226 | | | | Conservation Activities |
| METROPOLITAN PLANNING COUNCIL 140 SOUTH DEARBORN STREET SUITE 1400 CHICAGO, IL 60603 | 36-2382849 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ROCKY MOUNTAIN FRONT WEED ROUNDTABLE INC PO BOX 663 CHOTEAU, MT 59422 | 27-2846730 | 501(c)(3) | 7,000 | | | | Conservation Activities |
| CITY OF CLARENDON 270 MADISON STREET CLARENDON, AR 72029 | 93-1229006 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CLEVELAND MUSEUM OF NATURAL HISTORY 1 WADE OVAL DRIVE UNIV CIRCLE CLEVELAND, OH 44106 | 15-0532082 | 501(c)(3) | 132,660 | | | | Conservation Activities |
| GATES ROGERS FOUNDATION INC 290 MAIN STREET CLINTON, MA 02150 | 71-0859470 | 501(c)(3) | 95,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CLEAN WATER FUND 23885 DENTON SUITE 8 CLINTON TOWNSHIP, MI 48036 | 62-6001636 | 501(c)(3) | 12,000 | | | | Conservation Activities |
| CITY OF CLIVE 1900 NORTHWEST 114TH STREET CLIVE, IA 50325 | 51-8476200 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| TEXAS A&M FOUNDATION COLLEGE OF VETERINARY MEDICINE 4461 TAMU COLLEGE STATION, TX 778434461 | 74-2245072 | 501(c)(3) | 31,000 | | | | Conservation Activities |
| AMERICAN RIVER CONSERVANCY PO BOX 562 COLOMA, CA 95613 | 68-0195752 | 501(c)(3) | 47,014 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CATAMOUNT INSTITUTE 740 W CARAMILLO STREET COLORADO SPRINGS, CO 80907 | 86-1151502 | 501(c)(3) | 7,500 | | | | Conservation Activities |
| THE OZARK REGIONAL LAND TRUST INC PO BOX 1512 COLUMBIA, MO 65205 | 43-1304715 | 501(c)(3) | 121,161 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| AMERICAN WATER WORKS ASSOCIATION 121 EXECUTIVE CENTER DRIVE SUITE 115 COLUMBIA, SC 29210 | 23-7052846 | 501(c)(3) | 28,577 | | | | Conservation Activities |
| SC DNR PO BOX 167 COLUMBIA, SC 292020167 | 63-0779657 | 501(c)(3) | 10,281 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| DOWNEAST SALMON FEDERATION 187 MAIN STREET COLUMBIA FALLS, ME 04623 | 01-0532938 | 501(c)(3) | 132,541 | | | | Conservation Activities |
| THE OHIO STATE UNIVERSITY OFFICE OF SPONSORED PROGRAMS 1960 KENNY ROAD COLUMBUS, OH 43210 | 22-3882801 | 501(c)(3) | 75,802 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| NUTRIENT STEWARDSHIP COUNCIL 5151 REED ROAD SUITE 126 C COLUMBUS, OH 43220 | 47-1496411 | 501(c)(3) | 28,500 | | | | Conservation Activities |
| SOCIETY FOR THE PROTECTION OF NEW HAMPSHIRE FORESTS 54 PORTSMOUTH STREET CONCORD, NH 033015486 | 23-2564522 | 501(c)(3) | 13,300 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SWAN VALLEY CONNECTIONS 6887 MT HIGHWAY 83 CONDON, MT 59826 | 81-0512368 | 501(c)(3) | 19,500 | | | | Conservation Activities |
| UNIVERSITY OF MIAMI 1320 SOUTH DIXIE HIGHWAY SUITE 1250 CORAL GABLES, FL 33146 | 59-0624458 | 501(c)(3) | 8,002 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SOUTHERN TIER CENTRAL REGIONAL PLANNING 8 DENISON PARKWAY EAST SUITE 310 CORNING, NY 14830 | 16-6002567 | 501(c)(3) | 38,756 | | | | Conservation Activities |
| CONSERVATION BIOLOGY INSTITUTE 136 SOUTHWEST WASHINGTON AVENUE SUITE 202 CORVALLIS, OR 97333 | 91-1840582 | 501(c)(3) | 20,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| GREENBELT LAND TRUST PO BOX 1721 CORVALLIS, OR 97339 | 82-1447276 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| OREGON STATE UNIVERSITY BUSINESS AFFAIRS B100 KERR ADMINISTRATION BUIDLING CORVALLIS, OR 97331 | 61-1730890 | 501(c)(3) | 17,884 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| FRIENDS OF VERDE RIVER GREENWAY PO BOX 2535 COTTONWOOD, AZ 86326 | 45-2927355 | 501(c)(3) | 120,430 | | | | Conservation Activities |
| MONTGOMERY COUNTY SOIL AND WATER CONSERVATION DISTRICT 2036 LEBANON ROAD CRAWFORDSVILLE, IN 479332143 | 27-4698179 | 501(c)(3) | 9,375 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CRAWFORD PARK DISTRICT 2401 STATE ROUTE 598 CRESTLINE, OH 44827 | 87-6000528 | 501(c)(3) | 54,897 | | | | Conservation Activities |
| RANDY TUOMISTO CUMBERLAND LAND TRUST PO BOX 8011 CUMBERLAND, RI 02864 | 72-0564834 | 501(c)(3) | 295,000 | | | | Conservation Activities |

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| FRIENDS OF THE CACHE RIVER WATERSHED 8885 STATE ROUTE 37 SOUTH CYPRESS, IL 62923 | 37-1374572 | 501(c)(3) | 5,250 | | | | Conservation Activities |
| TEXAS TREES FOUNDATION 2906 SWISS AVENUE DALLAS, TX 75204 | 75-1886520 | 501(c)(3) | 188,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| DAMARISCOTTA RIVER ASSOCIATION 110 BELEVEDERE ROAD DAMARISCOTTA, ME 04543 | 23-7303162 | 501(c)(3) | 12,000 | | | | Conservation Activities |
| MESC DAUPHIN ISLAND SEA LAB 101 BIENVILLE BLVD DAUPHIN ISLAND, AL 36528 | 63-0779657 | 501(c)(3) | 17,525 | | | | Conservation Activities |

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| UC REGENTS ANR PROGRAM SUPPORT UNIT 2801 SECOND STREET DAVIS, CA 95618 | 95-6006145 | 501(c)(3) | 317,913 | | | | Conservation Activities |
| UNIVERSITY OF CALIFORNIA DAVIS 1850 RESEARCH PARK DRIVE SUITE 300 SPONSORED PROGRAMS OFFICE DAVIS, CA 95618 | 02-0355374 | 501(c)(3) | 16,000 | | | | Conservation Activities |

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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| DEFIANCE SOIL & WATER CONSERVATION DISTRICT 06879 EVANSPOUR ROAD SUITE C DEFIANCE, OH 43512 | 34-6400373 | 501(c)(3) | 48,545 | | | | Conservation Activities |
| HUDSON RIVER WATERSHED ALLIANCE PO BOX 272 DELMAR, NY 12054 | 45-2772407 | 501(c)(3) | 20,060 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| CARROLL COUNTY GOVERNMENT 101 WEST MAIN STREET DELPHI, IN 46923 | 82-1447276 | 501(c)(3) | 6,000 | | | | Conservation Activities |
| COLORADO WATER TRUST 1420 OGDEN STREET SUITE A2 DENVER, CO 80218 | 84-1606567 | 501(c)(3) | 50,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| GREAT OUTDOORS COLORADO 303 EAST 17TH AVENUE SUITE 1060 DENVER, CO 80203 | 82-3764890 | 501(c)(3) | 2,117,672 | | | | Conservation Activities |
| FLORENCE CRITTENTON SERVICES OF COLORADO 55 SOUTH ZUNI STREET DENVER, CO 80223 | 84-0429686 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| JEFFERSON CONSERVATION DISTRICT DFC BLDG 56 RM 2604 PO BOX 25426 DENVER, CO 802250426 | 38-6007327 | 501(c)(3) | 119,200 | | | | Conservation Activities |
| COLORADO ENVIRONMENTAL COALITION 1536 WYNKOOP 5-C DENVER, CO 80202 | 84-0614285 | 501(c)(3) | 9,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| IOWA DEPARTMENT OF AGRICULTURE AND LAND STEWARDSHIP ATTENTION MICHAEL NAIG 502 E 9TH STREET DES MOINES, IA 50319 | 23-2564522 | 501(c)(3) | 60,000 | | | | Conservation Activities |
| WARREN CONNER DEVELOPMENT COALITION 4401 CONNER DETROIT, MI 48215 | 38-2561225 | 501(c)(3) | 13,800 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| THE GREENING OF DETROIT 1418 MICHIGAN AVENUE DETROIT, MI 48216 | 31-0036036 | 501(c)(3) | 15,069 | | | | Conservation Activities |
| DUCKS UNLIMITED INC 7322 NEWMAN BOULEVARD BUILDING 1 DEXTER, MI 48130 | 13-5643799 | 501(c)(3) | 802,283 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CROWN PINE TIMBER 1 LP 702 NORTH TEMPLE DRIVE DIBOLL, TX 75941 | 51-8476200 | | 49,000 | | | | Conservation Activities |
| CHAMA PEAK LAND ALLIANCE 1309 EAST 3RD AVENUE SUITE 8 DURANGO, CO 81301 | 27-4506183 | 501(c)(3) | 122,619 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| FLORIDA CONSOLIDATED DITCH COMPANY 1053 MAIN AVENUE SUITE 102 DURANGO, CO 81302 | 84-0204321 | | 10,000 | | | | Conservation Activities |
| UNIVERSITY OF NEW HAMPSHIRE COOPERATIVE EXTENSION 59 COLLEGE ROAD TAYLOR HALL DURHAM, NH 03824 | 95-4455451 | 501(c)(3) | 94,677 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| DUKE UNIVERSITY DUKE ENV LEADERSHIP PROGRAM BOX 90328 DURHAM, NC 27708 | 56-0532129 | 501(c)(3) | 160,825 | | | | Conservation Activities |
| WILDLAND RESTORATION INTERNATIONAL INC PO BOX 1983 DUXBURY, MA 023311983 | 27-4698179 | 501(c)(3) | 45,446 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| BIGELOW LABORATORY FOR OCEAN SCIENCES 60 BIGELOW DRIVE EAST BOOTHBAY, ME 04544 | 01-6006001 | 501(c)(3) | 55,827 | | | | Conservation Activities |
| MICHIGAN STATE UNIVERSITY 426 AUDITORIUM ROAD ROOM 360 EAST LANSING, MI 48824 | 62-0646012 | 501(c)(3) | 74,704 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| EAST STROUDSBURG UNIVERSITY 200 PROSPECT STREET EAST STROUDSBURG, PA 183012999 | 81-1750552 | 501(c)(3) | 41,835 | | | | Conservation Activities |
| MIDCOAST CONSERVANCY PO BOX 439 290 US ROUTE 1 EDGECOMB, ME 04556 | 22-2658964 | 501(c)(3) | 38,085 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| KITTITAS COUNTY CHAMBER OF COMMERCE 609 NORTH MAIN STREET ELLENSBURG, WA 98926 | 90-0885216 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| MADISON CONSERVATION DISTRICT PO BOX 606 ENNIS, MT 59729 | 05-6000522 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SCOTT RIVER WATER TRUST PO BOX 591 ETNA, CA 96027 | 01-0924657 | 501(c)(3) | 18,872 | | | | Conservation Activities |
| FINE ARTS BRIGADE 5215 MIRAMAR STREET EUGENE, OR 97405 | 82-1687062 | 501(c)(3) | 28,875 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SOUTHEAST LAND TRUST OF NEW HAMPSHIRE PO BOX 675 12 CENTER STREET 2ND FLOOR EXETER, NH 03833 | 02-0355374 | 501(c)(3) | 71,198 | | | | Conservation Activities |
| MONTANA FISH WILDLIFE AND PARKS ATTN R4 WMA RESTRICTED USE PERMITS P O BOX 488 FAIRFIELD, MT 59436 | 81-0302402 | 501(c)(3) | 8,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SACRED HEART UNIVERSITY INC OFFICE OF SPONSORED PROGRAMS 5151 PARK AVENUE FAIRFIELD, CT 06825 | 06-0776644 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| TOWN OF FALMOUTH 271 FALMOUTH ROAD FALMOUTH, ME 04105 | 81-1750552 | 501(c)(3) | 6,800 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| TOWN OF FARMINGTON 365 MAIN STREET FARMINGTON, NH 03835 | 04-6001221 | 501(c)(3) | 5,150 | | | | Conservation Activities |
| NORTHERN ARIZONA UNIVERSITY PO BOX 4069 FLAGSTAFF, AZ 86011 | 74-2579628 | 501(c)(3) | 8,421 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PROPERTY DEVELOPMENT ATLANTIC ASSOCIATES LLC 30A VREELAND ROAD SUITE 140 FLORHAM PARK, NJ 07932 | 22-3882801 | 501(c)(3) | 448,196 | | | | Conservation Activities |
| FORT BRAGG GROUND FISH ASSOCIATION PO BOX 48 FORT BRAGG, CA 95437 | 30-0747064 | 501(c)(3) | 6,890 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| COLORADO STATE UNIVERSITY FOUNDATION 410 UNIVERSITY SERVICES CENTER 601 SOUTH HOWES STREET FORT COLLINS, CO 80523 | 23-7098397 | 501(c)(3) | 68,500 | | | | Conservation Activities |
| COLORADO STATE UNIVERSITY 2012 COLORADO STATE UNIVERSITY FORT COLLINS, CO 80523 | 84-0517947 | 501(c)(3) | 75,967 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| MAUMEE RIVER BASIN COMMISSION 3864 NEW VISION DRIVE FORT WAYNE, IN 468451708 | 94-2392007 | 501(c)(3) | 6,234 | | | | Conservation Activities |
| BENTON COUNTY SOIL AND WATER CONSERVATION DISTRICT 109 SOUTH GRANT STREET SUITE B FOWLER, IN 47944 | 23-7015336 | 501(c)(3) | 30,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SOUTHWEST MICHIGAN LAND CONSERVANCY INC 8395 EAST MAIN STREET GALESBURG, MI 490539745 | 38-3038708 | 501(c)(3) | 17,774 | | | | Conservation Activities |
| STOCKTON UNIVERSITY 101 VERA KING FARRIS DRIVE GALLOWAY, NJ 08205 | 22-2832788 | 501(c)(3) | 42,628 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| HEADWATERS LAND CONSERVANCY 110 SOUTH ELM AVENUE GAYLORD, MI 497351313 | 38-3183846 | 501(c)(3) | 109,568 | | | | Conservation Activities |
| SUSSEX CONSERVATION DISTRICT 23818 SHORTLY ROAD GEORGETOWN, DE 19947 | 51-0064330 | 501(c)(3) | 11,369 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SHEBOYGAN RIVER PROGRESSIVE FARMERS W8511 GLEN ROAD GLENBEULAH, WI 53023 | 82-1447276 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| GRAND VALLEY WATER USERS ASSOCIATION 1147 24 ROAD GRAND JUNCTION, CO 81505 | 84-0402700 | 501(c)(3) | 432,025 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| GREEN BAY METRO SEWAGE DISTRICT 2231 NORTH QUINCY STREET GREEN BAY, WI 54302 | 27-4698179 | 501(c)(3) | 6,332 | | | | Conservation Activities |
| GREAT BAY STEWARDS INC 89 DEPOT ROAD GREENLAND, NH 03840 | 02-0482897 | 501(c)(3) | 26,278 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| RECLAMATION DISTRICT DISTRICT 108 PO BOX 50 GRIMES, CA 95950 | 82-6000945 | 501(c)(3) | 350,000 | | | | Conservation Activities |
| UPPER GUNNISON RIVER WATER CONSERVANCY DISTRICT 210 WEST SPENCER AVENUE SUITE B GUNNISON, CO 81230 | 23-7097680 | 501(c)(3) | 29,043 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SOUTHEAST ALASKA WILDERNESS EXPLORATION ANALYSIS AND DISCOVERY PO BOX 306 GUSTAVUS, AK 99826 | 92-0168869 | 501(c)(3) | 124,375 | | | | Conservation Activities |
| HALF MOON BAY COMMERCIAL FISHERIES TRUST 580 MYRTLE STREET HALF MOON BAY, CA 94019 | 47-4501396 | 501(c)(3) | 20,910 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| WATERSHED RES AND TRAINING CTR P O BOX 356 HAYFORK, CA 96041 | 01-6083123 | 501(c)(3) | 1,140,554 | | | | Conservation Activities |
| WATERSHED RESEARCH AND TRAINING CENTER PO BOX 356 HAYFORK, CA 96041 | 94-3116339 | 501(c)(3) | 11,973 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| DNRC TRUST LAND MGMT DIVISION PO BOX 201601 HELENA, MT 596201601 | 90-0885216 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| BRODHEAD WATERSHED ASSOCIATION PO BOX 339 HENRYVILLE, PA 18332 | 23-2564522 | 501(c)(3) | 64,784 | | | | Conservation Activities |

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| AMERICAN LITTORAL SOCIETY 18 HARTSHORNE DRIVE SUITE 1 HIGHLANDS, NJ 07732 | 22-1731073 | 501(c)(3) | 11,000 | | | | Conservation Activities |
| SECORE INTERNATIONAL 4673 NORTHWEST PARKWAY HILLIARD, OH 43026 | 47-5385160 | 501(c)(3) | 13,824 | | | | Conservation Activities |

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| UNIVERSITY OF HAWAII OFFICE OF RESEARCH SERVICES 2440 CAMPUSROAD BOX 368 HONOLULU, HI 96822 | 99-6000354 | 501(c)(3) | 191,392 | | | | Conservation Activities |
| LAND TRUST OF NORTH ALABAMA 2707 ARTIE STREET SOUTHWEST SUITE 6 HUNTSVILLE, AL 35805 | 63-0974278 | 501(c)(3) | 7,500 | | | | Conservation Activities |

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| UTAH DIVISION OF WILDLIFE RESOURCES WASHINGTON COUNTY FIELD OFFICE 451 NORTH SR 318 HURRICANE, UT 84737 | 62-0646012 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| INDIANA DEPARTMENT OF NATURAL RESOURCES 402 WEST WASHINGTON STREET ROOM W267 INDIANAPOLIS, IN 46204 | 81-1750552 | 501(c)(3) | 500,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| INDIANA ASSOCIATION OF SOIL AND WATER CONSERVATION DISTRICT 225 SOUTH EAST STREET SUITE 740 INDIANAPOLIS, IN 46202 | 41-1429149 | 501(c)(3) | 32,125 | | | | Conservation Activities |
| INDIANA STATE DEPARTMENT OF AGRICULTURE ONE NORTH CAPITAL AVENUE SUITE 600 INDIANAPOLIS, IN 46204 | 47-2382072 | 501(c)(3) | 133,333 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| NATURAL COMMUNITIES COALITION 13042 OLD MYFORD ROAD IRVINE, CA 92602 | 93-1229006 | 501(c)(3) | 8,000 | | | | Conservation Activities |
| CORNELL UNIVERSITY PO BOX 22 ITHACA, NY 148510022 | 15-0532082 | 501(c)(3) | 297,576 | | | | Conservation Activities |

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| MISSISSIPPI SOIL AND WATER CONSERVATION COMMISSION 680 MONROE STREET JACKSON, MS 39202 | 82-6000945 | 501(c)(3) | 207,169 | | | | Conservation Activities |
| MISSOURI FERTILIZER CONTROL BOARD 428 EAST CAPITAL AVENUE SUITE 303 JEFFERSON CITY, MO 65102 | 82-1651463 | 501(c)(3) | 50,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| SPRUCE ROOT INC ONE SEALASKA PLAZA SUITE 400 JUNEAU, AK 99801 | 45-4295940 | 501(c)(3) | 60,000 | | | | Conservation Activities |
| TRI ISLE RESOURCE CONSERVATION PO BOX 338 KAHULUI, HI 96733 | 99-0278397 | 501(c)(3) | 33,200 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| WESTERN MICHIGAN UNIVERSITY 1903 WEST MICHIGAN AVENUE KALAMAZOO, MI 49008 | 38-6007327 | 501(c)(3) | 23,246 | | | | Conservation Activities |
| GRAND STAIRCASE ESCALANTE PARTNERS 745 HIGHWAY 89 EAST KANAB, UT 84741 | 34-1987583 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| KUA AINA ULU AUAMO 47 200 WAIHEE ROAD KEY PROJECT Kaneohe, HI 96744 | 45-4509939 | 501(c)(3) | 90,000 | | | | Conservation Activities |
| NATIONAL PARK SERVICE PO BOX 100000 KANSAS CITY, KS 66111 | 41-1429149 | 501(c)(3) | 88,999 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ADIRONDACK LAND TRUST INC PO BOX 65 8 NATURE WAY KEENE VALLEY, NY 12943 | 22-2559576 | 501(c)(3) | 186,753 | | | | Conservation Activities |
| KENNESAW STATE UNIVERSITY RESEARCH AND SERVICE FOUNDATION NIKKI ROUX MD 0111 1000 CHASTAIN ROAD KENNESAW, GA 30144 | 62-0646012 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| WORLD RELIEF CORPORATION OF NATIONAL ASSOCIATION OF EVANGELICALS 841 CENTRAL AVENUE NORTH SUITE C-106 KENT, WA 98032 | 23-6393344 | 501(c)(3) | 21,998 | | | | Conservation Activities |
| FIELD TO MARKET 1628 ST JOHN ROAD KEYSTONE, CO 80435 | 90-0885216 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| UNIVERSITY OF RHODE ISLAND HOUSING AND RESIDENTIAL LIFE 2 BUTTERFIELD ROAD ADAMS HALL KINGSTON, RI 02881 | 05-6000522 | 501(c)(3) | 72,000 | | | | Conservation Activities |
| UNIVERSITY OF TENNESSEE MORGAN HALL ROOM 103 KNOXVILLE, TN 37996 | 62-6001636 | 501(c)(3) | 117,723 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| LUKE RIDDER 63732 HUNTER ROAD LA GRANDE, OR 97850 | 51-8476200 | | 9,600 | | | | Conservation Activities |
| THE REGENTS OF THE UNIVERSITY OF CALIFORNIA 9500 GILMAN DRIVE MC 0009 LA JOLLA, CA 920930009 | 95-6006144 | 501(c)(3) | 1,385,603 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| QUILEUTE TRIBE PO BOX 279 LA PUSH, WA 98350 | 81-4748516 | 501(c)(3) | 15,431 | | | | Conservation Activities |
| CAPITOL LAND TRUST 4405 7TH AVENUE SOUTHEAST SUITE 306 LACEY, WA 98503 | 91-1413484 | 501(c)(3) | 30,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SUSSEX COUNTY MUNICIPAL UTILITIES GROUP 34 SOUTH ROUTE 94 LAFAYETTE, NJ 07848 | 23-7015336 | 501(c)(3) | 83,973 | | | | Conservation Activities |
| MALAMA KAHALAWAI INC PO BOX 13240 LAHAINA, HI 96761 | 99-0359301 | 501(c)(3) | 135,884 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| GYP HILLS PRESCRIBED BURN ASSOCIATION 18546 SOUTHWEST CRAZY HORSE LAKE CITY, KS 67071 | 46-4693400 | 501(c)(3) | 16,955 | | | | Conservation Activities |
| COALITION FOR THE UPPER SOUTH PLATTE P O BOX 726 LAKE GEORGE, CO 80827 | 84-1469785 | 501(c)(3) | 152,466 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SNOHOMISH CONSERVATION DISTRICT 528 91ST AVENUE NORTHEAST LAKE STEVENS, WA 98258 | 93-0797904 | 501(c)(3) | 92,368 | | | | Conservation Activities |
| NEW MEXICO STATE UNIVERSITY FOUNDATION INC PO BOX 3590 LAS CRUCES, NM 880033590 | 85-0170157 | 501(c)(3) | 17,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CLARK COUNTY SCHOOL DISTRICT 2832 EAST FLAMINGO ROAD LAS VEGAS, NV 89121 | 88-6000030 | 501(c)(3) | 5,500 | | | | Conservation Activities |
| SUSTAINABLE JERSEY PO BOX 6855 LAWRENCEVILLE, NJ 08648 | 45-3848336 | 501(c)(3) | 51,884 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| WHITEWATER WATERSHED JOINT POWERS BOARD 400 WILSON STREET PO BOX 39 LEWISTON, MN 55952 | 47-1841490 | 501(c)(3) | 21,273 | | | | Conservation Activities |
| LOWER PLATTE SOUTH NATURAL RESOURCES DISTRICT 3125 PORTIA STREET BOX 83581 LINCOLN, NE 685013581 | 95-1644628 | 501(c)(3) | 7,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| UNIVERSITY OF NEBRASKA SPONSORED PROGRAMS 2200 VINE STREET PO BOX 830861 LINCOLN, NE 685830861 | 95-2916932 | 501(c)(3) | 5,230 | | | | Conservation Activities |
| TOWN OF LINCOLNVILLE 493 HOPE ROAD LINCOLNVILLE, ME 04849 | 95-1643378 | 501(c)(3) | 50,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| BEAR RIVER LAND CONSERVANCY 195 NORTH 200 WEST P O BOX 4565 LOGAN, UT 843234565 | 27-4698179 | 501(c)(3) | 20,000 | | | | Conservation Activities |
| UTAH STATE UNIVERSITY INFORMATION TECHNOLOGY 4420 OLD MILL HILL LOGAN, UT 84322 | 87-6000528 | 501(c)(3) | 31,372 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| USDA FOREST SERVICE C/O CITIBANK PO BOX 301550 LOS ANGELES, CA 900301550 | 72-0564834 | 501(c)(3) | 238,857 | | | | Conservation Activities |
| UNITED STATES FOREST SERVICE PO BOX 301550 LOS ANGELES, CA 900301550 | 74-2579628 | 501(c)(3) | 40,000 | | | | Conservation Activities |

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| COMMUNITY PARTNERS 1000 NORTH ALAMEDA STREET SUITE 240 LOS ANGELES, CA 90012 | 95-4302067 | 501(c)(3) | 35,000 | | | | Conservation Activities |
| CALIFORNIA LEAGUE OF CONSERVATION VOTERS 6310 SAN VICENTE BLVD SUITE 425 LOS ANGELES, CA 90048 | 94-3169564 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ENDANGERED HABITATS LEAGUE 8424 SANTA MONICA BOULEVARD SUITE A 592 LOS ANGELES, CA 900694267 | 95-4455451 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| LOS MOLINOS MUTUAL WATER COMPANY PO BOX 211 LOS MOLINOS, CA 96055 | 38-6007327 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SHENANDOAH NATIONAL PARK 3655 HIGHWAY 211E LURAY, VA 22835 | 34-1987583 | 501(c)(3) | 14,500 | | | | Conservation Activities |
| BRANT ALAN VAN DYKE 1013 151ST STREET LIVERNE, MN 56156 | 47-0118271 | 501(c)(3) | 98,650 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| THE FOREST STEWARDS GUILD 612 WEST MAIN STREET SUITE 200 MADISON, WI 53703 | 85-0446866 | 501(c)(3) | 12,776 | | | | Conservation Activities |
| TOWN OF MAPLETON PO BOX 500 MAPLETON, ME 04757 | 02-0355374 | 501(c)(3) | 30,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| REEF CHECK FOUNDATION 13723 FIJI WAY SUITE B2 MARINA DEL REY, CA 90292 | 95-4858649 | 501(c)(3) | 424,480 | | | | Conservation Activities |
| STATE OF MICHIGAN 1504 WEST WASHINGTON STREET MARQUETTE, MI 49855 | 93-6026088 | 501(c)(3) | 12,654 | | | | Conservation Activities |

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| UPPER PENINSULA LAND CONSERVANCY 2208 US HIGHWAY 41 SOUTH MARQUETTE, MI 49855 | 38-3467972 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| RARITAN BAYKEEPER INC 30 WASHINGTON STREET MATAWAN, NJ 07747 | 22-3617000 | 501(c)(3) | 14,000 | | | | Conservation Activities |

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| GRAVES COUNTY CONSERVATION DISTRICT 1000 COMMONWEALTH DRIVE MAYFIELD, KY 42066 | 94-2392007 | 501(c)(3) | 19,195 | | | | Conservation Activities |
| ST JUDE CHILDRENS RESEARCH HOSPITAL 262 DANNY THOMAS PLACE MEMPHIS, TN 381053678 | 62-0646012 | 501(c)(3) | 6,000 | | | | Conservation Activities |

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| RETAIL ARTS INNOVATION LIVABILITY COMMUNITY DEVELOPEMENT PO BOX 1484 MESA, AZ 852111484 | 81-1750552 | 501(c)(3) | 14,400 | | | | Conservation Activities |
| TOWN OF MIDDLEBOROUGH 20 CENTER STREET MIDDLEBOROUGH, MA 02346 | 04-6001221 | 501(c)(3) | 70,000 | | | | Conservation Activities |

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| PHEASANTS FOREVER INC 5102 SUNRISE RIDGE TRAIL MIDDLETON, WI 53562 | 41-1429149 | 501(c)(3) | 18,586 | | | | Conservation Activities |
| OUR KATAHDIN 111 CANYON DRIVE MILLINOCKET, ME 04462 | 47-2382072 | 501(c)(3) | 10,585 | | | | Conservation Activities |

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| MILLINOCKET MEMORIAL LIBRARY 5 MAINE AVENUE MILLINOCKET, ME 04462 | 81-4748516 | 501(c)(3) | 27,500 | | | | Conservation Activities |
| URBAN ECOLOGY CENTER 1500 EAST PARK PLACE MILWAUKEE, WI 53211 | 39-1712663 | 501(c)(3) | 15,000 | | | | Conservation Activities |

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| COUNTY OF MILWAUKEE 901 NORTH 9TH STREET ROOM 301 MILWAUKEE, WI 53233 | 25-0965280 | 501(c)(3) | 24,051 | | | | Conservation Activities |
| JOHNSON CREEK WATERSHED COUNCIL 1900 SE MILPORT RD SUITE B MILWAUKIE, OR 97222 | 34-1900372 | 501(c)(3) | 20,596 | | | | Conservation Activities |

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| REGENTS OF THE UNIVERSITY OF MINNESOTA NW 5957 PO BOX 1450 MINNEAPOLIS, MN 55485 | 00-4869216 | 501(c)(3) | 177,500 | | | | Conservation Activities |
| UNIVERSITY OF MONTANA 32 CAMPUS DRIVE UNIVERSITY CENTER ROOM 232 MISSOULA, MT 59812 | 81-6001713 | 501(c)(3) | 38,426 | | | | Conservation Activities |

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| MONTCLAIR FILM FESTIVAL INC 41 WATCHUNG PLAZA SUITE 345 MONTCLAIR, NJ 07042 | 27-1732322 | 501(c)(3) | 25,000 | | | | Conservation Activities |
| PRESIDENT AND FELLOWS OF MIDDLEBURY COLLEGE 460 PIERCE STREET MONTEREY, CA 93940 | 03-0179298 | 501(c)(3) | 5,500 | | | | Conservation Activities |

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| VERMONT LAND TRUST 8 BAILEY AVENUE MONTPELIER, VT 05602 | 68-0256214 | 501(c)(3) | 83,512 | | | | Conservation Activities |
| THE TRUST FOR PUBLIC LAND 20 COMMUNITY PLACE SUITE 7 MORRISTOWN, NJ 07960 | 23-7222333 | 501(c)(3) | 193,500 | | | | Conservation Activities |

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| MORRO BAY COMMUNITY QUOTA FUND 601 EMBARCADERO SUITE 11 MORRO BAY, CA 93442 | 46-2273232 | 501(c)(3) | 5,625 | | | | Conservation Activities |
| UNIVERSITY OF IDAHO 875 PERIMETER DRIVE MS 3020 MOSCOW, ID 838443020 | 82-6000945 | 501(c)(3) | 20,878 | | | | Conservation Activities |

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| CALIFORNIA TROUT INC 701 SOUTH MOUNT SHASTA BOULEVARD MOUNT SHASTA, CA 96067 | 23-7097680 | 501(c)(3) | 70,000 | | | | Conservation Activities |
| SKAGIT LAND TRUST P O BOX 1017 MOUNT VERNON, WA 98273 | 91-1533402 | 501(c)(3) | 37,364 | | | | Conservation Activities |

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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| POSEY COUNTY SOIL & WATER CONSERVATION DISTRICT 1805 N MAIN MT VERNON, IN 47620 | 47-1841490 | 501(c)(3) | 22,428 | | | | Conservation Activities |
| BALL STATE UNIVERSITY SPONSORED PROJECTS ADMINISTRATION 2000 WEST UNIVERSITY AVENUE MUNCIE, IN 47306 | 95-1644628 | 501(c)(3) | 7,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TENNESSEE WILDLIFE RESOURCE AGENCY P O BOX 41729 NASHVILLE, TN 37204 | 95-2916932 | 501(c)(3) | 118,850 | | | | Conservation Activities |
| CUMBERLAND RIVER COMPACT PO BOX 41721 NASHVILLE, TN 37204 | 62-1709756 | 501(c)(3) | 35,595 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| THE COALITION FOR BUZZARDS BAY INC 114 FRONT STREET NEW BEDFORD, MA 02740 | 85-0404817 | 501(c)(3) | 200,000 | | | | Conservation Activities |
| TOWN OF NEW GLOUCESTER 385 INTERVALE ROAD NEW GLOUCESTER, ME 04260 | 23-1966295 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE STUDENT CONSERVATION ASSOCIATION INC 299 MOUNTAIN REST ROAD NEW PALTZ, NY 12561 | 91-0880684 | 501(c)(3) | 82,179 | | | | Conservation Activities |
| ENVIRONMENTAL DEFENSE FUND INC 257 PARK AVENUE SOUTH 17TH FLOOR NEW YORK, NY 10010 | 11-6107128 | 501(c)(4) | 106,013 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITY PARKS FOUNDATION 830 FIFTH AVENUE NEW YORK, NY 100657001 | 13-3561657 | 501(c)(3) | 110,189 | | | | Conservation Activities |
| FRIENDS OF SCHOOL IN THE SQUARE INC 99 CATHERINE ROAD NEW YORK, NY 10033 | 47-1825735 | 501(c)(3) | 25,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| NEW YORK UNIVERSITY FOR SUST BUSINESS 665 BROADWAY SUITE 801 NEW YORK, NY 10033 | 82-0483392 | 501(c)(3) | 50,000 | | | | Conservation Activities |
| THE TRUSTEES OF COLUMBIA UNIVERSITY SPONSORED PROJECTS FINANCE PO BOX 29789 GPO NEW YORK, NY 10087 | 13-5598093 | 501(c)(3) | 205,955 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| VIRGINIA MARINE RESOURCES COMMISSION 2600 WASHINGTON AVE 3RD FLOOR NEWPORT NEWS, VA 23607 | 47-1841490 | 501(c)(3) | 50,000 | | | | Conservation Activities |
| MCLEAN COUNTY SOIL AND WATER CONSERVATION DISTRICT 402 NORTH KAYS DRIVE NORMAL, IL 61761 | 95-1644628 | 501(c)(3) | 6,244 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| ILLINOIS STATE UNIVERSITY COMPTROLLERS OFFICE RECEIPTS CONTROL CAMPUS BOX 1200 NORMAL, IL 617901200 | 37-6014070 | 501(c)(3) | 22,215 | | | | Conservation Activities |
| UNIVERSITY OF MASSACHUSETTS OFFICE OF RESEARCH ADMINISTRATION 285 OLD WESTPORT ROAD FOSTER ADMINISTRATION BLDG NORTH DARTMOUTH, MA 02747 | 04-3167352 | 501(c)(3) | 37,508 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| WESTERN FOOTHILLS LAND TRUST PO BOX 107 NORWAY, ME 04268 | 01-6083123 | 501(c)(3) | 13,000 | | | | Conservation Activities |
| SUSTAINABILITY INSTITUTE INC DBA ACADEMY FOR SYSTEMS CHANGE PO BOX 1012 NORWICH, VT 050551012 | 02-0492913 | 501(c)(3) | 50,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| OAK RIDGE ASSOCIATED UNIVERSITIES PO BOX 117 MS-120-43 OAK RIDGE, TN 378310117 | 23-2739641 | 501(c)(3) | 60,024 | | | | Conservation Activities |
| TRUST FOR CONSERVATION INNOVATION 405 14TH STREET SUITE 164 OAKLAND, CA 94612 | 91-2166435 | 501(c)(3) | 26,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| PACIFIC INSTITUTE 654 13TH STREET OAKLAND, CA 94612 | 94-3050434 | 501(c)(3) | 20,000 | | | | Conservation Activities |
| THE CORAL REEF ALLIANCE 1330 BROADWAY SUITE 1602 OAKLAND, CA 94612 | 94-3211245 | 501(c)(3) | 27,377 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| MONMOUTH AT THE TEAM 2639 NORTHWEST 82ND CIRCLE 2 SUITE 403 OCAL, FL 34482 | 81-1601405 | 501(c)(3) | 6,500 | | | | Conservation Activities |
| PFLEGER INSTITUTE OF ENVIRONMENTAL RESEARCH 315 HARBOR DRIVE S SUITE B OCEANSIDE, CA 92054 | 33-0735400 | 501(c)(3) | 144,263 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| STATE OF WASHINGTON OFFICE OF FINANCIAL MANAGEMENT PO BOX 43113 OLYMPIA, WA 985043113 | 94-6116403 | 501(c)(3) | 416,648 | | | | Conservation Activities |
| RANGELEY LAKES HERITAGE TRUST 52 CARRY ROAD OQUOSSOC, ME 04964 | 26-0566540 | 501(c)(3) | 172,600 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| MID KLAMATH WATERSHED COUNCIL PO BOX 409 ORLEANS, CA 95556 | 20-1501256 | 501(c)(3) | 97,881 | | | | Conservation Activities |
| UNIVERSITY OF MAINE 5722 DEERING HALL ANALYTICAL LABRATORY ORONO, ME 04469 | 91-1157127 | 501(c)(3) | 40,465 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| THE BLACKFOOT CHALLENGE INC PO BOX 103 OVANDO, MT 598540103 | 81-0488863 | 501(c)(3) | 5,500 | | | | Conservation Activities |
| PENINSULA OPEN SPACE TRUST 222 HIGH STREET PALO ALTO, CA 943011040 | 94-2392007 | 501(c)(3) | 10,275 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| HIGH COUNTRY NEWS P O BOX 1090 PAONIA, CO 81428 | 23-7015336 | 501(c)(3) | 116,000 | | | | Conservation Activities |
| SUMMIT LAND CONSERVANCY PO BOX 1775 PARK CITY, UT 84060 | 42-1538872 | 501(c)(3) | 12,200 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| BLACK SWAMP CONSERVANCY PO BOX 332 PERRYSBURG, OH 43552 | 34-1746749 | 501(c)(3) | 78,660 | | | | Conservation Activities |
| POINT REYES BIRD OBSERVATORY 3820 CYPRESS DRIVE SUITE 101 PETALUMA, CA 94954 | 94-1594250 | 501(c)(3) | 25,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| PIKE COUNTY SOIL AND WATER CONSERVATION DISTRICT 2101 EAST MAIN STREET PETERSBURG, IN 47567 | 62-0646012 | 501(c)(3) | 63,136 | | | | Conservation Activities |
| DESERT BOTANICAL GARDEN 1201 NORTH GALVIN PARKWAY PHOENIX, AZ 85008 | 86-0136925 | 501(c)(3) | 12,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PHOENIX REVITILIZATION CORPORATION 1122 EAST BUCKEYE ROAD SUITE A1 MAILBOX 4 PHOENIX, AZ 85034 | 05-6000522 | 501(c)(3) | 14,400 | | | | Conservation Activities |
| PUENTE MOVEMENT 1937 WEST ADAMS STREET PHOENIX, AZ 85009 | 45-3697690 | 501(c)(3) | 7,200 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PLANNED PARENTHOOD OF WESTERN PENNSYLVANIA 933 LIBERTY AVENUE PITTSBURGH, PA 15222 | 25-0965474 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| WINOUS POINT MARSH CONSERVANCY 3500 SOUTH LATTIMORE ROAD PORT CLINTON, OH 43452 | 34-1900372 | 501(c)(3) | 36,951 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| GROWSMART MAINE 415 CONGRESS ST STE 204 PORTLAND, ME 04101 | 81-0620660 | 501(c)(3) | 6,000 | | | | Conservation Activities |
| PACIFIC STATES MARINE FISHERIES COMMISSION 205 SOUTHEAST SPOKANE STREET SUITE 100 PORTLAND, OR 97202 | 93-6002376 | 501(c)(3) | 100,640 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| OREGON WILDLIFE HERITAGE FOUNDATION 1122 NE 122ND AVE SUITE 114B PORTLAND, OR 97230 | 93-0797904 | 501(c)(3) | 37,248 | | | | Conservation Activities |
| OREGON FOOD BANK INC PO BOX 55370 PORTLAND, OR 972385370 | 93-0785786 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| AUDUBON SOCIETY OF PORTLAND 5151 NORTHWEST CORNELL ROAD PORTLAND, OR 97210 | 93-6026088 | 501(c)(3) | 28,303 | | | | Conservation Activities |
| WESTERN RIVERS CONSERVANCY 71 SOUTHWEST OAK STREET SUITE 100 PORTLAND, OR 97204 | 93-1326405 | 501(c)(3) | 250,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| OREGON ZOO FOUNDATION 4001 SOUTHWEST CANYON ROAD PORTLAND, OR 97221 | 93-0718337 | 501(c)(3) | 25,000 | | | | Conservation Activities |
| MAINE PEOPLES RESOURCE CENTER 565 CONGRESS STREET PORTLAND, ME 04101 | 22-2586108 | 501(c)(3) | 9,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| XERCES SOCIETY INC 628 NORTHEAST BROADWAY SUITE 200 PORTLAND, OR 97232 | 51-0175253 | 501(c)(3) | 25,270 | | | | Conservation Activities |
| OREGON PUBLIC BROADCASTING 7140 SW MACADAM AVENUE PORTLAND, OR 972193099 | 61-1729917 | 501(c)(3) | 12,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| THE WETLANDS CONSERVANCY 4640 SOUTHWEST MACADAM AVENUE SUITE 50 PORTLAND, OR 97239 | 93-0797197 | 501(c)(3) | 6,000 | | | | Conservation Activities |
| SOUTH DAKOTA GRASSLAND COALITION P O BOX 401 PRESHO, SD 575685402 | 95-4302067 | 501(c)(3) | 30,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| AMERICAN CHESTNUT LAND TRUST P O BOX 2363 PRINCE FREDERICK, MD 20678 | 52-1489614 | 501(c)(3) | 20,000 | | | | Conservation Activities |
| THE TRUSTEES OF PRINCETON UNIVERSITY 701 CARNEGIE CENTER PRINCETON, NJ 07042 | 21-0634501 | 501(c)(3) | 348,751 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| GIBSON COUNTY SOIL AND WATER CONSERVATION DISTRICT 229 SOUTH 2ND AVENUE PRINCETON, IN 47670 | 51-8476200 | 501(c)(3) | 21,873 | | | | Conservation Activities |
| WOONASQUATUCKET RIVER WATERSHED COUNCIL 45 EAGLE STREET SUITE 202 PROVIDENCE, RI 02909 | 47-1841490 | 501(c)(3) | 12,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| RHODE ISLAND DEPARTMENT OF ENVIRONMENTAL MANAGEMENT 235 PROMENADE STREET PROVIDENCE, RI 029085767 | 95-1644628 | 501(c)(3) | 1,000,000 | | | | Conservation Activities |
| BRIGHAM YOUNG UNIVERSITY LAW SCHOOL ACCOUNTING 367 JRCB PROVO, UT 84602 | 87-0217280 | 501(c)(3) | 25,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PIERCE CONSERVATION DISTRICT 308 STEWART AVENUE PO BOX 1057 PUYALLUP, WA 98371 | 23-7097680 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| FEATHER RIVER LAND TRUST P O BOX 1826 QUINCY, CA 95971 | 92-0168869 | 501(c)(3) | 101,577 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| NC WILDLIFE RESOURCES COMMISSION CONTROLLERS OFFICE 1702 MAIL SERVICE CENTER RALEIGH, NC 276991702 | 47-4501396 | 501(c)(3) | 51,802 | | | | Conservation Activities |
| LAND TRUST ALLIANCE POST OFFICE BOX 33355 RALEIGH, NC 276363355 | 04-2751357 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ROCKY MOUNTAIN YOUTH CORPORATION PO BOX 1960 RANCHOS DE TAOS, NM 87557 | 85-0404817 | 501(c)(3) | 61,462 | | | | Conservation Activities |
| BERKS NATURE 575 ST BERNARDINE STREET READING, PA 19607 | 23-1966295 | 501(c)(3) | 17,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| COMMUNITY FOUNDATION OF WESTERN NEVADA 50 WASHINGTON STREET SUITE 300 RENO, NV 89503 | 88-0370179 | 501(c)(3) | 7,533 | | | | Conservation Activities |
| BOARD OF REGENTS NEVADA SYSTEM OF HIGHER EDUCATION 2215 RAGGIO PARKWAY RENO, NV 89512 | 88-6000024 | 501(c)(3) | 7,567 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE FOREST PRESERVE DISTRICT OF COOK COUNTY 536 NORTH HARLEM RIVER FOREST, IL 60305 | 45-4509939 | 501(c)(3) | 29,442 | | | | Conservation Activities |
| OCEANIC SOCIETY EXPEDITIONS PO BOX 844 ROSS, CA 94957 | 94-3105570 | 501(c)(3) | 8,161 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SACRAMENTO VALLEY CONSERVANCY PO BOX 163351 SACRAMENTO, CA 95816 | 68-0256214 | 501(c)(3) | 188,560 | | | | Conservation Activities |
| CA FOR CLEAN WATER AND SAFE PARKS SPONSORED BY CONSERVATION GROUPS 555 CAPITOL MALL SUITE 400 YES ON PROPOSITION 68 SACRAMENTO, CA 95814 | 82-3071186 | 501(c)(4) | 1,350,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CALIFORNIA STATE COASTAL CONSERVANCY OCEAN PROTECTION COUNCIL 1416 9TH STREET 13TH FLOOR SACRAMENTO, CA 95814 | 86-0136925 | 501(c)(3) | 160,000 | | | | Conservation Activities |
| KANSAS GRAZING LANDS COALITION 2530 ARGONNE DRIVE SALINA, KS 67401 | 02-0773133 | 501(c)(3) | 6,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| LEMHI REGIONAL LAND TRUST PO BOX 871 SALMON, ID 83467 | 20-2753508 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| YOUTH EMPLOYMENT PROGRAM INC 601 LENA SALMON, ID 83467 | 82-0483392 | 501(c)(3) | 13,574 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ENVISION UTAH 254 S 600 E SUITE 201 SALT LAKE CITY, UT 84102 | 22-3617000 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| UTAH INTERFAITH POWER AND LIGHT 8 EAST BROADWAY SUITE 410 SALT LAKE CITY, UT 84111 | 27-0477392 | 501(c)(3) | 30,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| UTAH CLEAN ENERGY ALLIANCE INC 1014 2ND AVENUE SALT LAKE CITY, UT 84106 | 37-1438788 | 501(c)(3) | 28,000 | | | | Conservation Activities |
| LDS EARTH STEWARDSHIP PO BOX 1476 SALT LAKE CITY, UT 841101476 | 46-0664843 | 501(c)(3) | 65,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| FRIENDS OF GREAT SALT LAKE P O BOX 2655 SALT LAKE CITY, UT 84110 | 87-0527602 | 501(c)(3) | 25,000 | | | | Conservation Activities |
| UTAH DIVISION OF WATER RIGHTS 1594 WEST NORTH TEMPLE SUITE 220 BOX 146300 SALT LAKE CITY, UT 84114 | 81-1601405 | 501(c)(3) | 92,342 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| UNIVERSITY OF UTAH COLLEGE OF ARCHITECTURE & PLANNING 375 SOUTH 1530 EAST RM 235 AAC SALT LAKE CITY, UT 84112 | 33-0735400 | 501(c)(3) | 21,500 | | | | Conservation Activities |
| WILD UTAH PROJECT 824 SOUTH 400 WEST SUITE B117 SALT LAKE CITY, UT 84101 | 83-0468561 | 501(c)(3) | 6,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SOUTHERN UTAH WILDERNESS ALLIANCE 425 EAST 100 SOUTH SALT LAKE CITY, UT 84111 | 94-2936961 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| CALIFORNIA STATE PARKS FOUNDATION 50 FRANCISCO STREET SUITE 110 SAN FRANCISCO, CA 94133 | 93-0785786 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| EARTH INNOVATION INSTITUTE 200 GREEN STREET SUITE 1 SAN FRANCISCO, CA 94111 | 27-3444564 | 501(c)(3) | 170,000 | | | | Conservation Activities |
| COMMUNITY INITIATIVES 354 PINE STREET SUITE 700 SAN FRANCISCO, CA 94104 | 94-3255070 | 501(c)(3) | 375,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PACIFIC FOREST TRUST 1001 A OREILLY AVENUE SAN FRANCISCO, CA 94129 | 82-0483392 | 501(c)(3) | 302,273 | | | | Conservation Activities |
| PUBLIC POLICY INSTITUTE OF CALIFORNIA 500 WASHINGTON STREET SUITE 600 SAN FRANCISCO, CA 941119013 | 94-3207299 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| APX INC 2001 GATEWAY PLACE SUITE 315 WEST SAN JOSE, CA 95110 | 77-0442270 | | 12,619 | | | | Conservation Activities |
| TOWER FOUNDATION OF SAN JOSE STATE UNIVERSITY ONE WASHINGTON SQUARE SAN JOSE, CA 951920183 | 42-1538872 | 501(c)(3) | 165,393 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| CARRIZO PLAIN CONSERVANCY PO BOX 274 SAN LUIS OBISPO, CA 94111 | 38-3920272 | 501(c)(3) | 9,050 | | | | Conservation Activities |
| MARIN COUNTY OPEN SPACE DISTRICT 3501 CIVIC CENTER DRIVE ROOM 260 SAN RAFAEL, CA 94903 | 46-2273232 | 501(c)(3) | 40,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SANILAC CONSERVATION DISTRICT 50 E MILLER RD SANDUSKY, MI 48422 | 82-6000945 | 501(c)(3) | 56,036 | | | | Conservation Activities |
| ERIE SOIL AND WATER CONSERVATION DISTRICT 2900 COLUMBUS AVENUE ROOM 131 SANDUSKY, OH 44870 | 23-7097680 | 501(c)(3) | 61,223 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| BLUE WATER CONSERVATION DISTRICT 50 EAST MILLER ROAD SANDUSKY, MI 48471 | 82-1983683 | 501(c)(3) | 50,316 | | | | Conservation Activities |
| WESTERN CONNECTICUT COUNCIL OF GOVERNMENTS 1 RIVERSIDE ROAD SANDY HOOK, CT 06482 | 47-1841490 | 501(c)(3) | 8,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SANTA BARBARA BOTANIC GARDEN 1212 MISSION CANYON ROAD SANTA BARBARA, CA 93105 | 95-1644628 | 501(c)(3) | 22,000 | | | | Conservation Activities |
| COMMERCIAL FISHERMEN OF SANTA BARBARA 6 HARBOR WAY APARTMENT 155 SANTA BARBARA, CA 93109 | 95-2916932 | 501(c)(3) | 32,700 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| SANTA BARBARA MUSEUM OF NATURAL HISTORY 2559 PUESTA DEL SOL SANTA BARBARA, CA 93105 | 95-1643378 | 501(c)(3) | 9,625 | | | | Conservation Activities |
| UCSC CASHIER OFFICE 1156 HIGH STREET SANTA CRUZ, CA 95064 | 81-1601405 | 501(c)(3) | 21,918 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| UNIVERSITY OF CALIFORNIA AT SANTA CRUZ CASHIER OFFICE 1156 HIGH STREET SANTA CRUZ, CA 95064 | 33-0735400 | 501(c)(3) | 51,677 | | | | Conservation Activities |
| MOTE MARINE LABORATORY 1600 KEN THOMPSON PARKWAY SARASOTA, FL 34236 | 59-0756643 | 501(c)(3) | 101,585 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| AUBURN UNIVERSITY PO BOX 906 SCOTTSBORO, AL 35768 | 63-6000724 | 501(c)(3) | 5,500 | | | | Conservation Activities |
| NORTH COAST LAND CONSERVANCY P O BOX 67 SEASIDE, OR 97138 | 20-1501256 | 501(c)(3) | 210,000 | | | | Conservation Activities |

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| FORTERRA 901 FIFTH AVENUE SUITE 2200 SEATTLE, WA 98164 | 94-3112461 | 501(c)(3) | 423,282 | | | | Conservation Activities |
| WWRC ACTION FUND 1402 THIRD AVE SUITE 507 SEATTLE, WA 98101 | 13-3893536 | 501(c)(3) | 25,000 | | | | Conservation Activities |

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| UNIVERSITY OF WASHINGTON 1501 EAST MADISON STREET SUITE 100 SEATTLE, WA 98122 | 91-6001537 | 501(c)(3) | 271,764 | | | | Conservation Activities |
| UNIVERSITY OF WASHINGTON FOUNDATION BOX 353055 SEATTLE, WA 981953055 | 13-3561657 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ALLIANCE JOBS AND CLEAN ENERGY 1402 3RD AVENUE SUITE 1305 SEATTLE, WA 98101 | 91-1123302 | 501(c)(3) | 20,600 | | | | Conservation Activities |
| STEWARDSHIP PARTNERS 815 WESTERN AVENUE SUITE 420 SEATTLE, WA 98104 | 91-1939506 | 501(c)(3) | 11,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| PATH 2201 WESTLAKE AVENUE SUITE 200 SEATTLE, WA 98121 | 91-1157127 | 501(c)(3) | 153,356 | | | | Conservation Activities |
| DUWAMISH RIVER CLEANUP 210 SOUTH HUDSON STREET SUITE 332 SEATTLE, WA 98134 | 20-4629856 | 501(c)(3) | 12,500 | | | | Conservation Activities |

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| WASHINGTON CONSERVATION VOTERS 1402 THIRD AVENUE SUITE 1400 SEATTLE, WA 98101 | 91-1548791 | 501(c)(4) | 25,000 | | | | Conservation Activities |
| CLEAN AIR CLEAN ENERGY WASHINGTON 603 STEWART STREET SUITE 819 SEATTLE, WA 98101 | 82-4455863 | 501(c)(3) | 500,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| KING COUNTY DEPT OF NATURAL RESOURCES AND PARKS 201 SOUTH JACKSTON STREET SUITE 600 SEATTLE, WA 98104 | 91-6001327 | 501(c)(3) | 15,383 | | | | Conservation Activities |
| SHEBOYGAN COUNTY PLANNING AND CONSERVATION DEPT 508 NEW YORK AVENUE SHEBOYGAN, WI 53081 | 81-1601405 | 501(c)(3) | 48,400 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| ALASKA SUSTAINABLE FISHERIES TRUST PO BOX 2106 SITKA, AK 99835 | 27-0594449 | 501(c)(3) | 15,000 | | | | Conservation Activities |
| MARYLAND DEPARTMENT OF NATURAL RESOURCES 6572 SNOW HILL ROAD SNOW HILL, MD 21863 | 94-1594250 | 501(c)(3) | 27,950 | | | | Conservation Activities |

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| LAFAYETTE AG STEWARDSHIP ALLIANCE 5741 SPRING BROOK ROAD SOUTH WAYNE, WI 53597 | 82-0864252 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| SOUTHERN UTAH TITLE COMPANY 20 NORTH MAIN STREET SUITE 300 ST GEORGE, UT 84770 | 51-0175253 | 501(c)(3) | 81,516 | | | | Conservation Activities |

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| ST LOUIS UNIVERSITY OFFICE OF RESEARCH SERVICES FUSZ MEMORIAL 3700 WEST PINE MALL ST LOUIS, MO 63108 | 43-0654872 | 501(c)(3) | 82,005 | | | | Conservation Activities |
| STANFORD UNIVERSITY 371 SERRA MALL NATIONAL CAPITAL PROJECT STANFORD, CA 94305 | 94-1156365 | 501(c)(3) | 86,600 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| MAINE CENTER FOR COASTAL FISHERIES PO BOX 27 13 ATLANTIC AVENUE STONINGTON, ME 04681 | 27-0069386 | 501(c)(3) | 50,000 | | | | Conservation Activities |
| DOOR COUNTY LAND TRUST INC PO BOX 65 STURGEON BAY, WI 54235 | 39-1561423 | 501(c)(3) | 37,814 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| FLORIDA DEPARTMENT OF AGRICULTURE REVENUE PROCESSING STATION 407 SOUTH CALHOUN STREET ROOM 121 TALLAHASSEE, FL 323990800 | 68-0256214 | 501(c)(3) | 48,539 | | | | Conservation Activities |
| US FOREST SERVICE 325 JOHN KNOX ROAD SUITE F 100 TALLAHASSEE, FL 32303 | 23-7222333 | 501(c)(3) | 60,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| TAOS PUEBLO PO BOX 1846 TAOS, NM 87571 | 46-2273232 | 501(c)(3) | 73,125 | | | | Conservation Activities |
| AMIGOS BRAVOS PO BOX 238 TAOS, NM 87571 | 85-0363268 | 501(c)(3) | 8,000 | | | | Conservation Activities |

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| ARIZONA STATE UNIVERSITY P O BOX 876011 ATTENTION AWARDS MANAGEMENT TEAM TEMPE, AZ 852876011 | 86-0196696 | 501(c)(3) | 46,000 | | | | Conservation Activities |
| AMERICAN BIRD CONSERVANCY P O BOX 249 THE PLAINS, VA 201989803 | 52-1501259 | 501(c)(3) | 15,000 | | | | Conservation Activities |

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| NICHOLLS STATE UNIVERSITY CONTROLLERS OFFICE BOX 2003 THIBODEAUX, LA 70310 | 94-2936961 | 501(c)(3) | 10,973 | | | | Conservation Activities |
| NORTH POCONO CARE 123 BEAR LAKE ROAD THORNHUSRT, PA 18424 | 23-2739641 | 501(c)(3) | 9,984 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| USGS SEQUOIA KINGS CANYON FIELD STATION 47050 GENERALS HIGHWAY 4 THREE RIVERS, CA 93271 | 53-0196958 | 501(c)(3) | 22,729 | | | | Conservation Activities |
| TIVERTON LAND TRUST PO BOX 167 TIVERTON, RI 02878 | 05-0493369 | 501(c)(3) | 25,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TOLEDO ZOOLOGICAL SOCIETY PO BOX 140130 TOLEDO, OH 43614 | 34-4440256 | 501(c)(3) | 383,454 | | | | Conservation Activities |
| UNIVERSITY OF TOLEDO 2801 WEST BANCROFT STREET MS 455 TOLEDO, OH 43606 | 34-6401483 | 501(c)(3) | 18,883 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TOLEDO AREA METROPARKS 5100 WEST CENTRAL AVENUE TOLEDO, OH 436152100 | 68-0256214 | 501(c)(3) | 642,376 | | | | Conservation Activities |
| MAINE COAST HERITAGE TRUST 1 BOWDOIN MILL ISLAND SUITE 201 TOPSHAM, ME 04086 | 23-7222333 | 501(c)(3) | 210,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| GRAND TRAVERSE REGIONAL LAND CONSERVANCY 3860 N LONG LAKE ROAD SUITE D TRAVERSE CITY, MI 49684 | 46-2273232 | 501(c)(3) | 31,137 | | | | Conservation Activities |
| SEBASTICOOK REGIONAL LAND TRUST PO BOX 184 UNITY, ME 04988 | 20-2644192 | 501(c)(3) | 78,300 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| UNIVERSITY OF ILLINOIS ILLINOIS INDIANA SEA GRANT WEST PEABODY DRIVE 374 NSRC URBANA, IL 61801 | 37-6000511 | 501(c)(3) | 237,602 | | | | Conservation Activities |
| TOWN OF VAIL 75 SOUTH FRONTAGE ROAD VAIL, CO 81657 | 84-0571385 | 501(c)(3) | 18,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| COLUMBIA LAND TRUST 1351 OFFICERS ROW VANCOUVER, WA 98661 | 94-3140861 | 501(c)(3) | 715,676 | | | | Conservation Activities |
| FOREST TRENDS ASSOCIATION 1203 19TH STREET NORTHWEST 4TH FLOOR WASHINGTON, DC 20036 | 52-2135531 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| IUCN-THE WORLD CONSERVATION UNION 1630 CONNECTICUT AVE NW 3RD FL WASHINGTON, DC 20009 | 93-6026088 | 501(c)(3) | 22,500 | | | | Conservation Activities |
| AMERICAN WIND WILDLIFE INSTITUTE 1110 VERMONT AVENUE NW SUITE 950 WASHINGTON, DC 20005 | 26-1587829 | 501(c)(3) | 12,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITY BLOSSOMS INC 516 KENNEDY STREET NORTHWEST WASHINGTON, DC 20011 | 26-2335764 | 501(c)(3) | 7,500 | | | | Conservation Activities |
| ALASKA WILDERNESS LEAGUE 122 C STREET NW STE 240 WASHINGTON, DC 20001 | 52-1814742 | 501(c)(3) | 9,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE CORPS NETWORK 1275 K STREET NORTHWEST SUITE 1050 WASHINGTON, DC 20005 | 52-1480202 | 501(c)(3) | 227,486 | | | | Conservation Activities |
| INTERNATIONAL FOOD POLICY RESEARCH INSTITUTE 1201 EYE STREET NORTHWEST WASHINGTON, DC 20006 | 52-1041632 | 501(c)(3) | 75,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CASEY TREES 3030 12TH STREET NORTHEAST WASHINGTON, DC 20017 | 31-1766444 | 501(c)(3) | 12,000 | | | | Conservation Activities |
| AMERICAN FOREST FOUNDATION 2000 M STREET NORTHWEST SUITE 550 WASHINGTON, DC 20036 | 52-1235124 | 501(c)(3) | 20,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CARNEGIE INSTITUTE OF WASHINGTON 1530 P STREET NORTHWEST WASHINGTON, DC 20005 | 53-0196523 | 501(c)(3) | 306,846 | | | | Conservation Activities |
| CENTER FOR GLOBAL DEVELOPMENT 2055 L STREET NORTHWEST FLOOR 5 WASHINGTON, DC 20036 | 52-2351337 | 501(c)(3) | 74,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| SMITHSONIAN INSTITUTION SPONSORED PROGRAMS OFFICE PO BOX 3701 2 MRC 1205 WASHINGTON, DC 200137012 | 53-0206027 | 501(c)(3) | 99,219 | | | | Conservation Activities |
| AMERICAN RIVERS 1101 14TH STREET NORTHWEST SUITE 1400 WASHINGTON, DC 20005 | 23-7305963 | 501(c)(3) | 40,171 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BLACK HAWK COUNTY CONSERVATION BOARD 1346 WEST AIRLINE HIGHWAY WATERLOO, IA 50703 | 21-0634501 | 501(c)(3) | 27,255 | | | | Conservation Activities |
| PRAIRIE WILDLIFE RESEARCH INC PO BOX 308 WELLINGTON, CO 80549 | 46-0462687 | 501(c)(3) | 10,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
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| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WELLS NATIONAL ESTUARINE RESEARCH RESERVE 342 LAUDHOLM FARM ROAD WELLS, ME 04090 | 01-0459976 | 501(c)(3) | 29,642 | | | | Conservation Activities |
| CHELAN DOUGLAS LAND TRUST PO BOX 4461 WENATCHEE, WA 98807 | 91-1331348 | 501(c)(3) | 510,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CONSERVATION TECHNOLOGY INFORMATION CENTER 3495 KENT AVENUE SUITE J100 WEST LAFAYETTE, IN 47906 | 20-2730568 | 501(c)(3) | 6,000 | | | | Conservation Activities |
| POLLY HILL ARBORETUM INC 809 STATE ROAD PO BOX 561 WEST TISBURY, MA 02575 | 13-3873765 | 501(c)(3) | 10,900 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| UNIVERSITY OF WISCONSIN CASHIERS OFFICE PO BOX 88 WHITEWATER, WI 53190 | 91-0880684 | 501(c)(3) | 60,687 | | | | Conservation Activities |
| MINNESOTA DEPARTMENT OF NATURAL RESOURCES FORESTRY BOX 95 WILLOW RIVER, MN 55795 | 11-6107128 | 501(c)(3) | 899,400 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| AUSABLE RIVER ASSOCIATION 1181 HASELTON ROAD PO BOX 8 WILMINGTON, NY 12997 | 14-1809764 | 501(c)(3) | 20,000 | | | | Conservation Activities |
| PARTNERSHIP FOR THE DELAWARE BAY ESTUARY INC 110 S POPLAR STREET SUITE 202 WILMINGTON, DE 19801 | 51-0375307 | 501(c)(3) | 27,225 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| DELAWARE CENTER FOR HORTICULTURE 1810 NORTH DUPONT STREET WILMINGTON, DE 19806 | 51-0252857 | 501(c)(3) | 15,660 | | | | Conservation Activities |
| NORTH CAROLINA COASTAL LAND TRUST 3 PINE VALLEY DRIVE WILMINGTON, NC 28412 | 59-0756643 | 501(c)(3) | 8,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| KENNEBEC LAND TRUST PO BOX 261 WINTHROP, ME 04364 | 01-0440729 | 501(c)(3) | 10,000 | | | | Conservation Activities |
| MIDCOAST CONSERVANCY INC 36 WATER STREET PO BOX 289 WISCASSET, ME 04578 | 23-2739641 | 501(c)(3) | 36,975 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| CLARK UNIVERSITY TRUSTEES 950 MAIN STREET WORCESTER, MA 01610 | 91-2166435 | 501(c)(3) | 26,862 | | | | Conservation Activities |
| DELAWARE MARYLAND AGRIBUSINESS ASSOCIATION INC 11523 LYNCH ROAD WORTON, MD 21678 | 94-3050434 | 501(c)(3) | 5,860 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| WASHINGTON RESOURCE CONSERVATION AND DEVELOPMENT COUNCIL 109 SOUTH THIRD STREET YAKIMA, WA 98901 | 91-1810332 | 501(c)(3) | 72,452 | | | | Conservation Activities |
| MAINE RIVERS PO BOX 782 YARMOUTH, ME 04096 | 02-0556861 | 501(c)(3) | 133,777 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TOWN OF YORK 186 YORK STREET YORK, ME 03909 | 25-0965280 | 501(c)(3) | 19,000 | | | | Conservation Activities |
| YORK LAND TRUST 1 LONG NECK MARSH ROAD YORK, ME 03909 | 34-1900372 | 501(c)(3) | 140,500 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| GEORGIA DEPARTMENT OF NATURAL RESOURCES 2070 US HIGHWAY 278 SE SOCIAL CIRCLE, GA 300254711 | 00-4869216 | 501(c)(3) | 60,000 | | | | Conservation Activities |
| UNIVERSITY OF PENNSYLVANIA TRUSTEES 3451 FRANKLIN BUILDING P221 ROOM 329 PHILADELPHIA, PA 19104 | 81-0620660 | 501(c)(3) | 46,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BROWN UNIVERSITY OFFICE OF SPONSORED PROJECTS 164 ANGELL STREET PROVIDENCE, RI 02912 | 05-0258809 | 501(c)(3) | 42,387 | | | | Conservation Activities |
| YALE UNIVERSITY GRANT AND CONTRACT FINANCIAL ADMINISTRATION PO BOX 1873 NEW HAVEN, CT 06482 | 06-0646973 | 501(c)(3) | 45,008 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| SOUTHERN OREGON SMALL DIAMETER COLLABORATIVE 13401 HWY 66 ASHLAND, OR 97520 | 56-2431473 | 501(c)(3) | 7,000 | | | | Conservation Activities |
| UNIVERSITY OF UTAH 201 Presidents Cir SALT LAKE CITY, UT 84112 | 87-6000525 | 501(c)(3) | 15,000 | | | | Conservation Activities |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. | | | | | | | |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| COLORADO STATE FOREST SERVICE 3843 Laporte Ave LONGMONT, CO 805039130 | 84-6000545 | 501(c)(3) | 355,074 | | | | Conservation Activities |

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2017

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
▶ Attach to Form 990.
▶ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I Questions Regarding Compensation

| | Yes | No | | | | | | | | | |
|--|---|---|---|--|---|---|---|--|----|--|--|
| 1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. <table border="0"> <tr> <td><input checked="" type="checkbox"/> First-class or charter travel</td> <td><input checked="" type="checkbox"/> Housing allowance or residence for personal use</td> </tr> <tr> <td><input type="checkbox"/> Travel for companions</td> <td><input type="checkbox"/> Payments for business use of personal residence</td> </tr> <tr> <td><input type="checkbox"/> Tax indemnification and gross-up payments</td> <td><input type="checkbox"/> Health or social club dues or initiation fees</td> </tr> <tr> <td><input type="checkbox"/> Discretionary spending account</td> <td><input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef)</td> </tr> </table> | <input checked="" type="checkbox"/> First-class or charter travel | <input checked="" type="checkbox"/> Housing allowance or residence for personal use | <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence | <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees | <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef) | | | |
| <input checked="" type="checkbox"/> First-class or charter travel | <input checked="" type="checkbox"/> Housing allowance or residence for personal use | | | | | | | | | | |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence | | | | | | | | | | |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees | | | | | | | | | | |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef) | | | | | | | | | | |
| b If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain. | 1b Yes | | | | | | | | | | |
| 2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a? | 2 Yes | | | | | | | | | | |
| 3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. <table border="0"> <tr> <td><input checked="" type="checkbox"/> Compensation committee</td> <td><input checked="" type="checkbox"/> Written employment contract</td> </tr> <tr> <td><input checked="" type="checkbox"/> Independent compensation consultant</td> <td><input checked="" type="checkbox"/> Compensation survey or study</td> </tr> <tr> <td><input checked="" type="checkbox"/> Form 990 of other organizations</td> <td><input checked="" type="checkbox"/> Approval by the board or compensation committee</td> </tr> </table> | <input checked="" type="checkbox"/> Compensation committee | <input checked="" type="checkbox"/> Written employment contract | <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study | <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee | | | | | |
| <input checked="" type="checkbox"/> Compensation committee | <input checked="" type="checkbox"/> Written employment contract | | | | | | | | | | |
| <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study | | | | | | | | | | |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee | | | | | | | | | | |
| 4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization: <table border="0"> <tr> <td>a Receive a severance payment or change-of-control payment?</td> <td>4a Yes</td> <td></td> </tr> <tr> <td>b Participate in, or receive payment from, a supplemental nonqualified retirement plan?</td> <td>4b</td> <td>No</td> </tr> <tr> <td>c Participate in, or receive payment from, an equity-based compensation arrangement?</td> <td>4c</td> <td>No</td> </tr> </table> If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. | a Receive a severance payment or change-of-control payment? | 4a Yes | | b Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | No | c Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | No | | |
| a Receive a severance payment or change-of-control payment? | 4a Yes | | | | | | | | | | |
| b Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | No | | | | | | | | | |
| c Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | No | | | | | | | | | |
| Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9. | | | | | | | | | | | |
| 5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of: <table border="0"> <tr> <td>a The organization?</td> <td>5a</td> <td>No</td> </tr> <tr> <td>b Any related organization?</td> <td>5b</td> <td>No</td> </tr> </table> If "Yes," on line 5a or 5b, describe in Part III. | a The organization? | 5a | No | b Any related organization? | 5b | No | | | | | |
| a The organization? | 5a | No | | | | | | | | | |
| b Any related organization? | 5b | No | | | | | | | | | |
| 6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of: <table border="0"> <tr> <td>a The organization?</td> <td>6a</td> <td>No</td> </tr> <tr> <td>b Any related organization?</td> <td>6b</td> <td>No</td> </tr> </table> If "Yes," on line 6a or 6b, describe in Part III. | a The organization? | 6a | No | b Any related organization? | 6b | No | | | | | |
| a The organization? | 6a | No | | | | | | | | | |
| b Any related organization? | 6b | No | | | | | | | | | |
| 7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III. | 7 | No | | | | | | | | | |
| 8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III. | 8 | No | | | | | | | | | |
| 9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? | 9 | | | | | | | | | | |

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

See Additional Data Table

[illegible]

Part III **Supplemental Information**

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

| Return Reference | Explanation |
|-----------------------------|---|
| Schedule J, Part I, Line 1a | Consistent with the Conservancy's Standard Operating Procedure for Travel and Reporting and its Financial Management Handbook, and in very limited circumstances, Key Employees have purchased 1st class airfare. The circumstances included (1) when no economy fares were available and the employee's business schedule required them to take the flight, and (2) when the employee's changing business schedule required them to book a refundable ticket and there was no difference in price between first class and economy. Further, Key Employees working outside the US may receive housing allowances as part of their participation in the Conservancy's Global Mobility Program. |
| Schedule J, Part I, Line 4 | Former Chief Financial and Administrative Officer, Stephen C Howell, received a severance payment in the amount of \$193,800. |

Additional Data

Software ID: 17005980
Software Version: v1.00
EIN: 53-0242652
Name: NATURE CONSERVANCY

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

| (A) Name and Title | | (B) Breakdown of W-2 and/or 1099-MISC compensation | | | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation in column (B) reported as deferred on prior Form 990 |
|---|------|--|-------------------------------------|-------------------------------------|--|-------------------------|---------------------------------|---|
| | | (i) Base Compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | | | | |
| 1Mark R Tercek Director, President & CEO | (i) | 771,579 | 0 | 13,356 | 19,638 | 14,265 | 818,838 | |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1Stephen C Howell Chief Financial and Administrative Officer (Former) | (i) | 177,304 | 0 | 582,862 | 16,697 | 8,547 | 785,410 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2Charles Bedford Regional Director | (i) | 151,516 | 0 | 374,357 | 21,600 | 24,677 | 572,150 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3Jim Asp Chief Development Officer | (i) | 553,533 | 100,000 | 13,356 | 21,600 | 9,270 | 697,759 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4Brian McPeck Chief Conservation Officer | (i) | 595,833 | 0 | 9,990 | 18,000 | 15,860 | 639,683 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5Joseph J Keenan Managing Director | (i) | 170,812 | 0 | 256,911 | 21,600 | 24,677 | 474,000 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6Seema Paul Managing Director | (i) | 179,285 | 0 | 214,676 | 21,359 | 14,203 | 429,523 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7Mark Burget Executive VP and Regional Director | (i) | 427,394 | 0 | 11,838 | 21,600 | 14,669 | 475,501 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 8Wisla Heneghan Chief Operating Officer and General Counsel | (i) | 377,287 | 0 | 1,518 | 20,523 | 14,265 | 413,593 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 9Glenn Prickett Chief External Affairs Officer | (i) | 370,440 | 0 | 1,517 | 21,600 | 14,265 | 407,822 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 10Thomas Neises VP & Associate Chief Development Officer | (i) | 344,185 | 24,272 | 990 | 18,000 | 6,236 | 393,683 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 11William Ginn EVP, Global Conservation Initiatives | (i) | 340,533 | 0 | 17,382 | 21,600 | 9,270 | 388,785 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 12Hugh Possingham Chief Scientist | (i) | 370,092 | 0 | 1,129 | 0 | 4,811 | 376,032 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 13Marianne Kleiberg Regional Managing Director | (i) | 363,325 | 0 | 7,662 | 0 | 14,321 | 385,308 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 14Justin Adams Global Managing Director, Lands | (i) | 362,275 | 0 | 28,982 | 0 | 0 | 391,257 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 15Dietmar Grimm Managing Director | (i) | 104,299 | 0 | 203,060 | 12,554 | 10,931 | 330,844 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 16Maria Damanaki Global Managing Director, Oceans | (i) | 357,095 | 0 | 7,142 | 0 | 0 | 364,237 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 17Jan R Mittan Chief Philanthropy Officer, New York | (i) | 307,100 | 17,500 | 2,838 | 21,600 | 9,270 | 358,308 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 18Giulio Boccaletti Chief Stragety Officer & Global Managing Director, Water | (i) | 347,869 | 0 | 6,928 | 0 | 0 | 354,797 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 19William Ulfelder New York Executive Director | (i) | 300,144 | 0 | 9,990 | 18,000 | 15,860 | 343,994 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees | | | | | | | | |
|---|------|--|-------------------------------------|-------------------------------------|--|-------------------------|---------------------------------|---|
| (A) Name and Title | | (B) Breakdown of W-2 and/or 1099-MISC compensation | | | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation in column (B) reported as deferred on prior Form 990 |
| | | (i) Base Compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | | | | |
| 21Michael Sweeney State Director | (i) | 297,160 | 0 | 9,990 | 18,000 | 14,265 | 339,415 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1Heather Tallis Chief Scientist/Strategy Innovation | (i) | 303,757 | 0 | 660 | 16,000 | 15,166 | 335,583 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2David Banks Regional Managing Director | (i) | 283,925 | 0 | 1,518 | 21,600 | 15,860 | 322,903 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3Pascal Mittermaier Managing Director | (i) | 286,594 | 0 | 1,518 | 21,600 | 14,265 | 323,977 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4Santiago Gowland Executive Vice President | (i) | 259,861 | 35,000 | 1,113 | 13,788 | 15,320 | 325,082 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5Aurelio Ramos Regional Managing Director | (i) | 285,773 | 0 | 990 | 18,000 | 13,571 | 318,334 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6Michael Tetreault Chief People Officer | (i) | 284,020 | 0 | 4,695 | 12,092 | 14,265 | 315,072 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 7Janine Wilkin Chief of Staff and Acting Chief Marketing Officer (Former) | (i) | 264,348 | 8,077 | 4,564 | 21,600 | 14,265 | 312,854 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 8Peter Wheeler Vice President | (i) | 305,498 | 0 | 3,055 | 0 | 0 | 308,553 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 9R Geoffrey Rochester Director Marketing | (i) | 267,441 | 0 | 2,750 | 20,817 | 5,630 | 296,638 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 10Angela Sosdian Director Development & Gift Planning | (i) | 246,213 | 0 | 5,828 | 21,600 | 6,609 | 280,250 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 11Lynne Scarlett Co-Chief External Affairs Officer | (i) | 258,788 | 0 | 7,595 | 21,600 | 5,626 | 293,609 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 12Addison Dana VP and Chief Investment Officer | (i) | 232,140 | 0 | 3,447 | 18,000 | 15,848 | 269,435 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 13Karen Berky Division Director | (i) | 234,225 | 0 | 3,711 | 17,464 | 806 | 256,206 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 14Robert McKim Division Director | (i) | 234,662 | 0 | 6,674 | 21,300 | 14,592 | 277,228 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Schedule K
(Form 990)

Supplemental Information on Tax-Exempt Bonds

OMB No 1545-0047

2017

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Complete if the organization answered "Yes" to Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Part VI.
Attach to Form 990.

Information about Schedule K (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I

Bond Issues

| (a) Issuer name | (b) Issuer EIN | (c) CUSIP # | (d) Date issued | (e) Issue price | (f) Description of purpose | (g) Defeased | | (h) On behalf of issuer | | (i) Pool financing | |
|--|----------------|-------------|-----------------|-----------------|----------------------------|--------------|----|-------------------------|----|--------------------|----|
| | | | | | | Yes | No | Yes | No | Yes | No |
| A Colorado Educational and Cultural Facilities Authority | 84-0896726 | 19645RPA3 | 02-01-2012 | 144,435,000 | Convert 2008 TE Bonds | | X | | X | | X |

Part II

Proceeds

| | | A | | B | | C | | D | |
|----|--|-------------|----|-----|----|-----|----|-----|----|
| 1 | Amount of bonds retired | 26,290,000 | | | | | | | |
| 2 | Amount of bonds legally defeased | 0 | | | | | | | |
| 3 | Total proceeds of issue | 144,435,000 | | | | | | | |
| 4 | Gross proceeds in reserve funds | 0 | | | | | | | |
| 5 | Capitalized interest from proceeds | 0 | | | | | | | |
| 6 | Proceeds in refunding escrows | 0 | | | | | | | |
| 7 | Issuance costs from proceeds | 915,000 | | | | | | | |
| 8 | Credit enhancement from proceeds | 0 | | | | | | | |
| 9 | Working capital expenditures from proceeds | 0 | | | | | | | |
| 10 | Capital expenditures from proceeds | 14,352,000 | | | | | | | |
| 11 | Other spent proceeds | 0 | | | | | | | |
| 12 | Other unspent proceeds | 0 | | | | | | | |
| 13 | Year of substantial completion | 2012 | | | | | | | |
| | | Yes | No | Yes | No | Yes | No | Yes | No |
| 14 | Were the bonds issued as part of a current refunding issue? | X | | | | | | | |
| 15 | Were the bonds issued as part of an advance refunding issue? | | X | | | | | | |
| 16 | Has the final allocation of proceeds been made? | X | | | | | | | |
| 17 | Does the organization maintain adequate books and records to support the final allocation of proceeds? | X | | | | | | | |

Part III

Private Business Use

| | | | | | A | | B | | C | | D | |
|---|--|--|--|--|-----|----|-----|----|-----|----|-----|----|
| | | | | | Yes | No | Yes | No | Yes | No | Yes | No |
| 1 | Was the organization a partner in a partnership, or a member of an LLC, which owned property financed by tax-exempt bonds? | | | | | X | | | | | | |
| 2 | Are there any lease arrangements that may result in private business use of bond-financed property? | | | | X | | | | | | | |

Part III Private Business Use (Continued)

| | A | | B | | C | | D | |
|---|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| | Yes | No | Yes | No | Yes | No | Yes | No |
| 3a Are there any management or service contracts that may result in private business use of bond-financed property? | | X | | | | | | |
| b If "Yes" to line 3a, does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts relating to the financed property? | | | | | | | | |
| c Are there any research agreements that may result in private business use of bond-financed property? | | X | | | | | | |
| d If "Yes" to line 3c, does the organization routinely engage bond counsel or other outside counsel to review any research agreements relating to the financed property? | | | | | | | | |
| 4 Enter the percentage of financed property used in a private business use by entities other than a section 501(c)(3) organization or a state or local government ▶ | 0 003 % | | | | | | | |
| 5 Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government ▶ | 0 % | | | | | | | |
| 6 Total of lines 4 and 5 | 0 003 % | | | | | | | |
| 7 Does the bond issue meet the private security or payment test? | X | | | | | | | |
| 8a Has there been a sale or disposition of any of the bond-financed property to a nongovernmental person other than a 501(c)(3) organization since the bonds were issued? | | X | | | | | | |
| b If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of . . . | | | | | | | | |
| c If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1.141-12 and 1.145-2? | | | | | | | | |
| 9 Has the organization established written procedures to ensure that all nonqualified bonds of the issue are remediated in accordance with the requirements under Regulations sections 1.141-12 and 1.145-2? | X | | | | | | | |

Part IV Arbitrage

| | A | | B | | C | | D | |
|---|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| | Yes | No | Yes | No | Yes | No | Yes | No |
| 1 Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate? | | X | | | | | | |
| 2 If "No" to line 1, did the following apply? | | | | | | | | |
| a Rebate not due yet? | | X | | | | | | |
| b Exception to rebate? | | X | | | | | | |
| c No rebate due? | | X | | | | | | |
| If "Yes" to line 2c, provide in Part VI the date the rebate computation was performed | | | | | | | | |
| 3 Is the bond issue a variable rate issue? | X | | | | | | | |
| 4a Has the organization or the governmental issuer entered into a qualified hedge with respect to the bond issue? | | X | | | | | | |
| b Name of provider | | | | | | | | |
| c Term of hedge | | | | | | | | |
| d Was the hedge superintegrated? | | | | | | | | |
| e Was the hedge terminated? | | | | | | | | |

Part IV Arbitrage (Continued)

| | | A | | B | | C | | D | |
|-----------|---|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| | | Yes | No | Yes | No | Yes | No | Yes | No |
| 5a | Were gross proceeds invested in a guaranteed investment contract (GIC)? | | X | | | | | | |
| b | Name of provider | | | | | | | | |
| c | Term of GIC | | | | | | | | |
| d | Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied? | | | | | | | | |
| 6 | Were any gross proceeds invested beyond an available temporary period? | | X | | | | | | |
| 7 | Has the organization established written procedures to monitor the requirements of section 148? | X | | | | | | | |

Part V Procedures To Undertake Corrective Action

| | | A | | B | | C | | D | |
|---|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| | | Yes | No | Yes | No | Yes | No | Yes | No |
| ----- Has the organization established written procedures to ensure that violations of federal tax requirements are timely identified and corrected through the voluntary closing agreement program if self-remediation is not available under applicable regulations? | | X | | | | | | | |

Part VI Supplemental Information. Provide additional information for responses to questions on Schedule K (see instructions).

Schedule L

(Form 990 or 990-EZ)

Transactions with Interested Persons

▶ Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.
▶ Attach to Form 990 or Form 990-EZ.
▶ Information about Schedule L (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I

Excess Benefit Transactions (section 501(c)(3), section 501(c)(4), and 501(c)(29) organizations only)
Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b

| 1 | (a) Name of disqualified person | (b) Relationship between disqualified person and organization | (c) Description of transaction | (d) Corrected? | |
|---|---------------------------------|---|--------------------------------|----------------|----|
| | | | | Yes | No |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

2

Enter the amount of tax incurred by organization managers or disqualified persons during the year under section 4958

3

Enter the amount of tax, if any, on line 2, above, reimbursed by the organization

Part II

Loans to and/or From Interested Persons.
Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a, or Form 990, Part IV, line 26, or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22

| (a) Name of interested person | (b) Relationship with organization | (c) Purpose of loan | (d) Loan to or from the organization? | | (e) Original principal amount | (f) Balance due | (g) In default? | | (h) Approved by board or committee? | | (i) Written agreement? | |
|---------------------------------------|--|--|---------------------------------------|------|-------------------------------|-----------------|-----------------|----|-------------------------------------|----|------------------------|----|
| | | | To | From | | | Yes | No | Yes | No | Yes | No |
| (1) Shirley and Harry Comm Prop Trust | Mr Hagey is a member of the Board of Directors | 0% interest Loan to Fund Conservation in Idaho | X | | 10,000,000 | 10,000,000 | | No | Yes | | Yes | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |

Total ▶ \$ 10,000,000

Part III

Grants or Assistance Benefiting Interested Persons.
Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

| (a) Name of interested person | (b) Relationship between interested person and the organization | (c) Amount of assistance | (d) Type of assistance | (e) Purpose of assistance |
|-------------------------------|---|--------------------------|------------------------|---------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Part IV Business Transactions Involving Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

| (a) Name of interested person | (b) Relationship between interested person and the organization | (c) Amount of transaction | (d) Description of transaction | (e) Sharing of organization's revenues? | |
|-------------------------------|--|---------------------------|---|---|----|
| | | | | Yes | No |
| (1) Conata Ranch LLC | BOD Member, Vincent Ryan, is a Trustee of Conata Conservation Trust the sole member of the LLC | 1,049,000 | TNC sold 1,660 acres of land (encumbered with a conservation easement), associated grazing rights, terminated a right of first refusal and transferred waterline obligations at FMV as restricted | | No |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

Part V Supplemental Information

Provide additional information for responses to questions on Schedule L (see instructions)

| Return Reference | Explanation |
|------------------|-------------|
|------------------|-------------|

SCHEDULE M
(Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

►Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
► Attach to Form 990.
►Information about Schedule M (Form 990) and its instructions is at www.irs.gov/form990

OMB No 1545-0047

2017

Open to Public Inspection

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I

Types of Property

| | (a) Check if applicable | (b) Number of contributions or items contributed | (c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g | (d) Method of determining noncash contribution amounts |
|--|-------------------------------|--|---|--|
| 1 Art—Works of art | | | | |
| 2 Art—Historical treasures | | | | |
| 3 Art—Fractional interests | | | | |
| 4 Books and publications | | | | |
| 5 Clothing and household goods | | | | |
| 6 Cars and other vehicles | X | 5 | 21,200 | Comparable Sales |
| 7 Boats and planes | | | | |
| 8 Intellectual property | | | | |
| 9 Securities—Publicly traded | X | 1,786 | 39,457,779 | Avg. Sales Price |
| 10 Securities—Closely held stock | X | 3 | 2,028,701 | Appraised Value |
| 11 Securities—Partnership, LLC, or trust interests | | | | |
| 12 Securities—Miscellaneous | | | | |
| 13 Qualified conservation contribution—Historic structures | | | | |
| 14 Qualified conservation contribution—Other | X | 57 | 57,720,579 | Appraised Value |
| 15 Real estate—Residential | X | 27 | 9,161,746 | Appraised Value |
| 16 Real estate—Commercial | | | | |
| 17 Real estate—Other | | | | |
| 18 Collectibles | | | | |
| 19 Food inventory | | | | |
| 20 Drugs and medical supplies | | | | |
| 21 Taxidermy | | | | |
| 22 Historical artifacts | | | | |
| 23 Scientific specimens | | | | |
| 24 Archeological artifacts | | | | |
| 25 Other ► (<u>IT Hardware and Software</u>) | X | 10 | 12,383,376 | Comparable Sales |
| 26 Other ► (<u>Miscellaneous</u>) | X | 164 | 857,897 | Comparable Sales |
| 27 Other ► (<u> </u>) | | | | |
| 28 Other ► (<u> </u>) | | | | |

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement

29

30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which is not required to be used for exempt purposes for the entire holding period?

30a

No

b If "Yes," describe the arrangement in Part II

31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?

31

Yes

32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?

32a

No

b If "Yes," describe in Part II

33 If the organization did not report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II

Part II**Supplemental Information.**

Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

Return Reference

Explanation

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
~~Internal Revenue Service~~

Name of the organization
NATURE CONSERVANCY

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at
www.irs.gov/form990.

OMB No 1545-0047

2017

**Open to Public
Inspection**

Employer identification number

53-0242652

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|--|---|
| Form 990, Part VI, Section B, Line 11b | The Form 990 is prepared, based on financial statements audited by PricewaterhouseCoopers, and other internally generated information by the Conservancy's Director of Tax Services The Form is further reviewed by the Conservancy's Internal Audit Department (which provides independent verification of certain information) and members of Senior Management As outlined in its charter, the Audit Committee then reviews any significant issues or judgments relating to disclosures in the Conservancy's Form 990 Finally, copies are provided to the full Board of Directors for their comment prior to filing with the IRS |

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|---|--|
| Form 990, Part VI, Section B, Line 12c | <p>The Nature Conservancy's monitoring and enforcement of its conflicts policy is governed by its Conflict of Interest Standard Operating Procedure ("SOP") which is excerpted as follows. Before engaging in any activity on behalf of the Conservancy, staff must determine (a) whether the activity could give rise to a conflict of interest or the appearance of a conflict of interest, and, if so, (b) whether the conflict can or should be avoided to protect the best interests of the Conservancy. If it is not reasonably possible to avoid a conflict of interest or the appearance of a conflict of interest, or it is not in the Conservancy's best interest to do so, staff must determine appropriate strategies to mitigate and manage the potential adverse consequences of the conflict and obtain approval, as described below, prior to engaging in the activity. A conflict of interest exists when an individual who is responsible for acting in the best interests of the Conservancy has another interest or loyalty that could influence or impair, or may appear to influence or impair, the individual's ability to act in the best interests of the Conservancy. As used throughout the SOP, the terms "conflict" and "conflict of interest" include 1 actual conflicts of interest, 2 potential conflicts of interest (situations that could become actual conflicts in the future based upon foreseeable events or the passage of time), and 3 perceived conflicts of interest (situations that others could reasonably perceive to be, or have the appearance of, a conflict of interest). Generally, conflicts can arise from relationships between the Conservancy and staff, Board members, trustees and advisors, and the families of all those groups. There are very specific rules regarding who is a "covered person" that are governed, in great part, by the U.S. Internal Revenue Service requirements for public charities. If a conflict of interest is identified which cannot reasonably be avoided or it is not in the best interest of the Conservancy to do so, before proceeding with the proposed activity, review and approval to proceed must be obtained as described in this section. While a request for approval of a proposed course of action is pending or being considered, the transaction or activity cannot proceed. A Board and Key Employee certifications. All Conservancy Board members and key employees shall annually certify that they have read the Conflicts of Interest Policy and have disclosed all conflicts. B Supervisor Approval Required. In the case of staff, prior to submission for review and approval to the Conflicts Committee the conflict of interest must be raised to the individual's supervisor and the supervisor must make the determination that he or she (a) wishes to pursue the proposed activity and (b) approves the recommended course of action and proposed mitigation as sufficient. Signature on the Approval form indicates this approval. Regional level approval also is required. C Conflicts C</p> |

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|---|--|
| Form 990, Part VI, Section B, Line 12c | <p>Committee Review Required The Conflicts Committee reviews and makes determinations about conflicts of interest involving the Conservancy, unless excepted by this SOP See Conflicts of Interest for the Conflicts Committee charter, meeting schedule and list of Committee members Staff must submit a Request for Conflicts Committee Approval form to the Conflicts Committee when seeking review and approval The form should explain why the conflict cannot or should not be avoided and recommend a course of action designed to minimize the conflict's potential adverse consequences By submitting the form, both the person submitting the form and his/her supervisor (a) are responsible for ensuring that the form makes a thorough disclosure of the relevant information, and (b) are deemed to support and be responsible for the recommended course of action The appropriate Conservancy attorney may be consulted to assist in analyzing the conflict Board Members and Trustees should contact the Conservancy's Chief Compliance Officer to request a review by the Conflicts Committee</p> <p>D Review by the Audit Committee of the Board of Directors All conflicts of interest involving a member of the Board of Directors, a Director's family members, a Director's Controlled Entities, or a Substantial Contributor shall be submitted to the Audit Committee of the Board of Directors for review and disposition Referral to the Audit Committee is made by the General Counsel or Chief Compliance Officer on behalf of the Conflicts Committee along with the recommendation for disposition made by the Conflicts Committee</p> |

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|--|---|
| Form 990, Part VI, Section B, Line 15 | The President and Chief Executive Officer's, as well as, members of the Executive Team's performances and compensation are reviewed annually by the Board of Directors. The performance and compensation of all other Key Employees is reviewed annually by their direct supervisor. All compensation amounts are based on information provided by an independent compensation consultant who utilizes comparable data from Form 990's from other organizations and compensation survey's and studies to ensure reasonableness. |

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|--|--|
| Form 990, Part VI, Section C, Line 19 | The Nature Conservancy's governing documents, conflict of interest policy and financial statements are available to the public via our website nature.org |

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|-----------------------------------|--------------------------------|
| Form 990, Part IX, Line 11g | Contract and professional fees |

990 Schedule O, Supplemental Information

| Return Reference | Explanation |
|---------------------------------|--|
| Form 990, Part XI, Line 9 | Net assets of unconsolidated subsidiaries and other changes in fund balances |

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990.
▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2017

Open to Public Inspection

Name of the organization
NATURE CONSERVANCY

Employer identification number
53-0242652

Part I Identification of Disregarded Entities Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

| (a) Name, address, and EIN (if applicable) of disregarded entity | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Total income | (e) End-of-year assets | (f) Direct controlling entity |
|---|---|--|---------------------|---------------------------|----------------------------------|
| (1) Woodland Development Company LLC c/o The Nature Conservancy 4245 North Fairfax Drive Arlington, VA 22203 55-0807256 | Holds Title to Conservation Real Estate in Chile | CI | 0 | 18,745 | N/A |
| (2) TNC China LLC 4245 N Fairfax Drive Arlington, VA 22203 26-4484383 | Environmental Services, Consulting, Research and Conservation | DE | 11,135 | -16,182 | N/A |
| (3) The Nature Conservancy in Europe c/o Nabu Charitestr 3 Berlin D10117 GM 53-0242652 | Conservation Activities in the European Union | GM | 277,194 | 7,168,973 | N/A |
| (4) TNC Boreas LLC 195 New Karner Road Albany, NY 12205 53-0242652 | Conservation activities in the Adirondacks | NY | 0 | 0 | N/A |
| (5) TNC Palmyra Logistics LLC c/o The Nature Conservancy 923 Nuuanu Avenue Honolulu, HI 96817 45-4535564 | Transportation to and from Paymyra Atoll | HI | 0 | 0 | N/A |
| (6) Fortin Chacabuco LLC 4245 North Fairfax Drive Arlington, VA 22203 53-0242652 | Hold title to conservation related assets in Argentina | DE | 28,916 | 716,099 | N/A |

Part II Identification of Related Tax-Exempt Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.

See Additional Data Table

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | (f) Direct controlling entity | (g) Section 512(b)(13) controlled entity? | |
|---|-------------------------|--|----------------------------|---|----------------------------------|--|----|
| | | | | | | Yes | No |
| | | | | | | | |
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Part III Identification of Related Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Direct controlling entity | (e) Predominant income(related, unrelated, excluded from tax under sections 512- 514) | (f) Share of total income | (g) Share of end-of-year assets | (h) Disproportionate allocations? | | (i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065) | (j) General or managing partner? | | (k) Percentage ownership |
|--|---|---|--|--|---------------------------------|--|---|----|--|---|----|--------------------------------|
| | | | | | | | Yes | No | | Yes | No | |
| (1) PT Putri Naga Komodo LLC JI Pura Segara Pelabuhan Raya Benoa Denpasar Bali 80222 ID | Collaborative Management of Komodo National Park | ID | N/A | Related | 45,417 | 6,373 | | No | | Yes | | 60 % |
| | | | | | | | | | | | | |
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Part IV Identification of Related Organizations Taxable as a Corporation or Trust Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Direct controlling entity | (e) Type of entity (C corp, S corp, or trust) | (f) Share of total income | (g) Share of end-of-year assets | (h) Percentage ownership | (i) Section 512(b) (13) controlled entity? | |
|--|---|---|-------------------------------------|--|---------------------------------|---------------------------------------|--------------------------------|---|----|
| | | | | | | | | Yes | No |
| (1) Montark Inc c/o McGlaudrey LLP 1185 Avenue of the Americas New York, NY 10036 13-3386301 | Holds title to conservation restrictions over mineral rights | NY | N/A | C | 0 | -1,643 | 100 % | Yes | |
| (2) The Nature Conservancy of New Mexico 212 E Marcy Street Santa Fe, NM 87501 91-1841899 | Conservation activities in New Mexico | NM | N/A | C | 0 | 0 | 100 % | Yes | |
| (3) Charitable Remainder Trusts (442) c/o The Nature Conservancy 4245 North Fairfax Drive Arlington, VA 22203 | Charitable Trust | VA | N/A | T | | | | | |
| (4) TNC Eco-Conservation Consulting (Beijing) Co Limited B4-2 Qijiyuan Diplomatic Compound No 9 Jianwai Dayie Beijing, Chaoyang District 100600 CH | Conservation Activities in China | CH | N/A | C | 350,763 | 3,539,724 | 100 % | Yes | |
| (5) Colcheccio Limited c/o TNC Bella Villa Brookside Grove PO Box 19738 00100GPO Nairobi KE | Conservatin Activities in Kenya | KE | Loisaba Community Trust | C | 41,749 | 11,164,532 | 100 % | | |
| (6) Oryx Limited c/o TNC Bella Villa Brookside Grove PO Box 19738 00100GPO Nairobi KE | Conservation activities in Kenya | KE | Loisaba Community Trust | C | 814,493 | 7,071,033 | 100 % | | |
| (7) Green Stormwater Solutions Inc 4245 North Fairfax Drive Suite 100 Arlington, VA 22203 29-2446553 | Stormwater Retention in the District of Columbia | DC | N/A | C | 32,048 | 13,087 | 100 % | Yes | |

Part V Transactions With Related Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a Receipt of (i) interest, (ii)annuities, (iii) royalties, or(iv) rent from a controlled entity

b Gift, grant, or capital contribution to related organization(s)

c Gift, grant, or capital contribution from related organization(s)

d Loans or loan guarantees to or for related organization(s)

e Loans or loan guarantees by related organization(s)

f Dividends from related organization(s)

g Sale of assets to related organization(s)

h Purchase of assets from related organization(s)

i Exchange of assets with related organization(s)

j Lease of facilities, equipment, or other assets to related organization(s)

k Lease of facilities, equipment, or other assets from related organization(s)

l Performance of services or membership or fundraising solicitations for related organization(s)

m Performance of services or membership or fundraising solicitations by related organization(s)

n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

o Sharing of paid employees with related organization(s)

p Reimbursement paid to related organization(s) for expenses

q Reimbursement paid by related organization(s) for expenses

r Other transfer of cash or property to related organization(s)

s Other transfer of cash or property from related organization(s)

Yes

No

1a

No

1b

No

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

No

1l

No

1m

No

1n

No

1o

No

1p

No

1q

No

1r

No

1s

No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

| (a) Name of related organization | (b) Transaction type (a-s) | (c) Amount involved | (d) Method of determining amount involved |
|-------------------------------------|----------------------------------|------------------------|--|
| | | | |
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Schedule R (Form 990) 2017

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

Part VII **Supplemental Information**

Provide additional information for responses to questions on Schedule R (see instructions)

Additional Data

Software ID: 17005980
Software Version: v1.00
EIN: 53-0242652
Name: NATURE CONSERVANCY

Form 990, Schedule R, Part I - Identification of Disregarded Entities

| (a) Name, address, and EIN (if applicable) of disregarded entity | (b) Primary Activity | (c) Legal Domicile (State or Foreign Country) | (d) Total income | (e) End-of-year assets | (f) Direct Controlling Entity |
|---|---|---|---------------------|---------------------------|----------------------------------|
| Woodland Development Company LLC c/o The Nature Conservancy 4245 North Fairfax Drive Arlington, VA 22203 55-0807256 | Holds Title to Conservation Real Estate in Chile | CI | 0 | 18,745 | N/A |
| TNC China LLC 4245 N Fairfax Drive Arlington, VA 22203 26-4484383 | Environmental Services, Consulting, Research and Conservation | DE | 11,135 | -16,182 | N/A |
| The Nature Conservancy in Europe c/o Nabu Charitestr 3 Berlin D10117 GM 53-0242652 | Conservation Activities in the European Union | GM | 277,194 | 7,168,973 | N/A |
| TNC Boreas LLC 195 New Karner Road Albany, NY 12205 53-0242652 | Conservation activities in the Adirondacks | NY | 0 | 0 | N/A |
| TNC Palmyra Logistics LLC c/o The Nature Conservancy 923 Nuuanu Avenue Honolulu, HI 96817 45-4535564 | Transportation to and from Paymyra Atoll | HI | 0 | 0 | N/A |
| Fortin Chacabuco LLC 4245 North Fairfax Drive Arlington, VA 22203 53-0242652 | Hold title to conservation related assets in Argentina | DE | 28,916 | 716,099 | N/A |

Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | (f) Direct controlling entity | (g) Section 512 (b)(13) controlled entity? | |
|--|--|---|----------------------------|--|----------------------------------|---|----|
| | | | | | | Yes | No |
| Sig Quadra 01 Lote 985 A 1005 Sala Ed Centro Emp Parque 232 A 235 Brasila DF, Brazil BR | Conservation activities in Brazil | BR | | | N/A | | |
| 201 Mission Street 4th Floor San Francisco, CA 94105 20-5797732 | Applicant for public funding for conservation in California | CA | 501(c)(3) | 509(a)(1) | N/A | | |
| 245 Riverside Drive West End, Queensland QLD 4101 AS | Conservation Activities in Australia | AS | | | N/A | | |
| Ave Francisco de Miranda Urb Los Palos Grandes Edif Tecoteca Piso 1 Oficinas A and B, Caracas VE | Conservation activities in Venezuela | VE | | | N/A | | |
| 201 Mission Street 4th Floor San Francisco, CA 94105 27-0038237 | Manages agricultural properties with wildlife habitat values | CA | 501(c)(3) | 509(a)(1) Type I | N/A | | |
| 4245 N Fairfax Drive Arlington, VA 22203 31-1656561 | Financing conservation of natural resources and environmental protection in Panama | VA | 501(c)(4) | | N/A | | |
| Clayton Ciudad del Saber Calle Principal Casa 353 A/B Panama City, Panama PM | Conservation activities in Panama | PM | | | N/A | | |
| 4245 N Fairfax Drive Arlington, VA 22203 54-1549668 | Advocating for public policies which guarantee the protection of the earth's environment | VA | 501(c)(4) | | N/A | | |
| Rio San Angel 9 Colonia Guadalupe Inn Delegaction Alvar Obregon Mexico City, Distrito Federal 01020 MX | Conservation activities in Mexico | MX | | | N/A | | |
| 250 City Centre Avenue Suite 506 Ottawa, ON K1R 6K7 CA | Conservation activities in Canada | CA | | | N/A | | |
| 10 Queen Street Place London EC4R 1BE UK | Conservation Activities in the UK | UK | | | N/A | | |
| Jl Iskandarsyah Raya No 66C Kebayoran Baru Jakarta Selatan, Indonesia 12160 ID | Conservation activities in Indonesia | ID | | | N/A | | |
| c/o TNC Bella Villa Brookside Grove PO Box 19738 00100GPO Nairobi KE | Conservation Activities in Kenya | KE | | | N/A | | |
| 491 Smollett Street Albury, NSW 2640 AS | Water Conservation in Australia | AS | | | N/A | | |
| 2107 Prosperity Millennia Plaza 663 Kings Road North Point Hong Kong HK | Conservation Activities in Hong Kong | HK | | | N/A | | |
| 50 Customhouse Quay Wellington Central Wellington NZ | Conservation Activities in New Zealand | NZ | | | N/A | | |
| 50 Customhouse Quay Wellington Central Wellington NZ | Conservation Activities in New Zealand | NZ | | | N/A | | |
| Ground Floor - Annexe Building B-4 Greater Kailash Enclave Part II New Delhi 110048 IN | Conservation Activities in India | IN | | | N/A | | |
| 9 Blesbok Street Scarborough Cape Town 7975 SF | Conservation Activities in South Africa | SF | | | N/A | | |

Form 990, Schedule R, Part IV - Identification of Related Organizations Taxable as a Corporation or Trust

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Direct controlling entity | (e) Type of entity (C corp, S corp, or trust) | (f) Share of total income | (g) Share of end-of-year assets | (h) Percentage ownership | (i) Section 512 (b)(13) controlled entity? | |
|--|--|---|-------------------------------------|--|---------------------------------|---------------------------------------|--------------------------------|--|----|
| | | | | | | | | Yes | No |
| Montark Inc c/o McGlaudrey LLP 1185 Avenue of the Americas New York, NY 10036 13-3386301 | Holds title to conservation restrictions over mineral rights | NY | N/A | C | 0 | -1,643 | 100 % | Yes | |
| The Nature Conservancy of New Mexico 212 E Marcy Street Santa Fe, NM 87501 91-1841899 | Conservation activities in New Mexico | NM | N/A | C | 0 | 0 | 100 % | Yes | |
| Charitable Remainder Trusts (442) c/o The Nature Conservancy 4245 North Fairfax Drive Arlington, VA 22203 | Charitable Trust | VA | N/A | T | | | | | |
| TNC Eco-Conservation Consulting (Beijing) Co Limited B4-2 QiJiayuan Diplomatic Compound No 9 Jianwai Dajie Beijing, Chaoyang District 100600 CH | Conservation Activities in China | CH | N/A | C | 350,763 | 3,539,724 | 100 % | Yes | |
| Colcheccio Limited c/o TNC Bella Villa Brookside Grove PO Box 19738 00100GPO Nairobi KE | Conservatin Activities in Kenya | KE | Loisaba Community Trust | C | 41,749 | 11,164,532 | 100 % | | |
| Oryx Limited c/o TNC Bella Villa Brookside Grove PO Box 19738 00100GPO Nairobi KE | Conservation activities in Kenya | KE | Loisaba Community Trust | C | 814,493 | 7,071,033 | 100 % | | |
| Green Stormwater Solutions Inc 4245 North Fairfax Drive Suite 100 Arlington, VA 22203 29-2446553 | Stormwater Retention in the District of Columbia | DC | N/A | C | 32,048 | 13,087 | 100 % | Yes | |